



■ spotlight

March 2011 Vol. 44 No. 03



Steve Friedlander



SCA of the Year 2010



Roger Smith
President & CEO
AIL & NILICO

Star Makers

“There’s something rare, something finer far, something much more scarce than ability. It’s the ability to recognize ability.”

— Elbert Hubbard

Most of you know I’m a music buff and always have been. I love listening to music and am fascinated by the business of making and promoting music.

The music industry today is not the same as it was back in the day. It used to be that record companies scouted for acts they believed to have potential, then groomed them for success in the hopes they would become long-term money-makers for the label. The label would pair the artist with a producer/arranger — the “star maker” — and studio session players, as well as a marketing and PR team to serve as mentors and support. It was not uncommon for an artist to release several albums before ever having a single crack the Top Ten. “One-hit wonders” were flukes and considered something of an embarrassment.

One of the most successful music producer/arrangers of all time is George Martin, whose hand was in the making of no less than 23 Billboard #1 songs. Two of his “stars,” Paul McCartney and John Lennon, hold the first and second songwriter spots for most Billboard #1 hits. It has been said that were it not for Martin’s ability to channel raw talent, grow it, and refine it, the Beatles likely would have remained four obscure working-class guys from Liverpool.

Contrast that methodology with today’s reality. Nowadays, it’s quite common for an artist to release an album quickly, have a catchy song, make it big... and never be heard from again.

Maybe I’m old-fashioned, but to me, that way of doing business is not just penny wise and pound foolish for the label, but unfair to the artist as well. In a way, one can liken it to our society’s mentality of goods — and yes, people, too — as being disposable. Talent is a terrible thing to waste.

At American Income, we still do things the old-fashioned way — the right way — in the manner of our beloved founder more than fifty years ago. We scout the talent. Once they’ve signed on, the real work begins. We make them part of a team that has a vested interest in their future. Our goal for them is long-term success, and we provide the leadership they need to achieve it.

It has been said that true leadership lies in guiding others to success; in ensuring that everyone is doing the work they are pledged to do, and doing it well. There is no better example of this definition and the “AIL way” than our SGA of the Year for 2010, Mr. Steve Friedlander.

It can truly be said that Steve is a visionary. What else can you say about a guy who takes his family on vacation to a faraway land, returns home, and tells the head of his company he wants to start an office there? Steve saw a need and an opportunity. B. recognized Steve’s vision and helped him make it happen. The rest is history still in the making.

Steve’s vision has allowed him to engineer personal success, but more importantly, he has mentored and developed countless others. In addition to being SGA of the Year and the #1 SGA based on % of Net ALP objective, his agency has spawned the #1 Individual Producer, a top PR Rep, four of the top five GAs, four of the top five MGAs, and the Top RGA for 2010. This is the essence and the pinnacle of what it means to be an American Income Life or National Income Life State General Agent. Ask Steve (or any other SGA) the most important, most gratifying part of their job and they will tell you it is offering *Opportunity Unlimited* to others and watching them bring their dreams to life. There is no greater satisfaction or reward than being an AIL star maker.

In this issue of Spotlight, it is also my pleasure and honor to announce the 2011 Executive Council, shining examples of leadership themselves. This elite group of top SGAs serve in an advisory capacity to AIL’s upper management and helps sketch the big picture for the coming year. Of course, that big picture includes how to recognize and develop top talent to help pave a bright future for our Company.

Please join me in congratulating our SGA of the Year as well as our new Executive Council. This high-caliber leadership is what makes this Company great and ensures our greatness in the future.

■ spotlight

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Recruiting Support

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SGA CAREER TRACK New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,844,824 in bonuses. For more information on the monthly bonuses, turn to Page 11.

Total: \$1,844,824

REQUIRED RETENTION RATE

Effective Jan. 1, 2011, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer’s first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	68.0%
Net to Gross:	78%

DATES TO REMEMBER

eApp business should be uploaded to Home Office by **Thursday 04/21 before 2:00 P.M. CST**. Paper apps and PR credits must be at HO by **Wednesday 04/27** to count for April production.

RECRUITING WEBSITES

As a reminder, the recruiting websites now are found at www.aillcareers.com and www.nilicocareers.com.

Please change any advertising, websites, and correspondence, especially batch emails, to the new web addresses.

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2012 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2012 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to the Hard Rock Hotel & Casino in Punta Cana, Dominican Republic! The convention will be held May 22-25, 2012.*



AIL RALLIES

PG. 04



LEADERSHIP ACADEMY

PG. 06



BONUS

PG. 11



2010 SGA OF THE YEAR

PG. 12



2011 EXECUTIVE COUNCIL

PG. 13



LOOK FOR ME!



AIL/NILICO Joins the Fight for Union Rights



AIL Marches with Labor in Wisconsin

AIL/NILICO actively participated in the mass demonstrations in Madison, Wisconsin in February that drew tens of thousands of union members and supporters to the state capitol in defense of union bargaining rights.



AIL Joins Rallies Across the Country

American Income shows solidarity at 2 rallies in Columbus, Ohio (top), Wisconsin (bottom left), and Oklahoma.



Big Washington State Rally

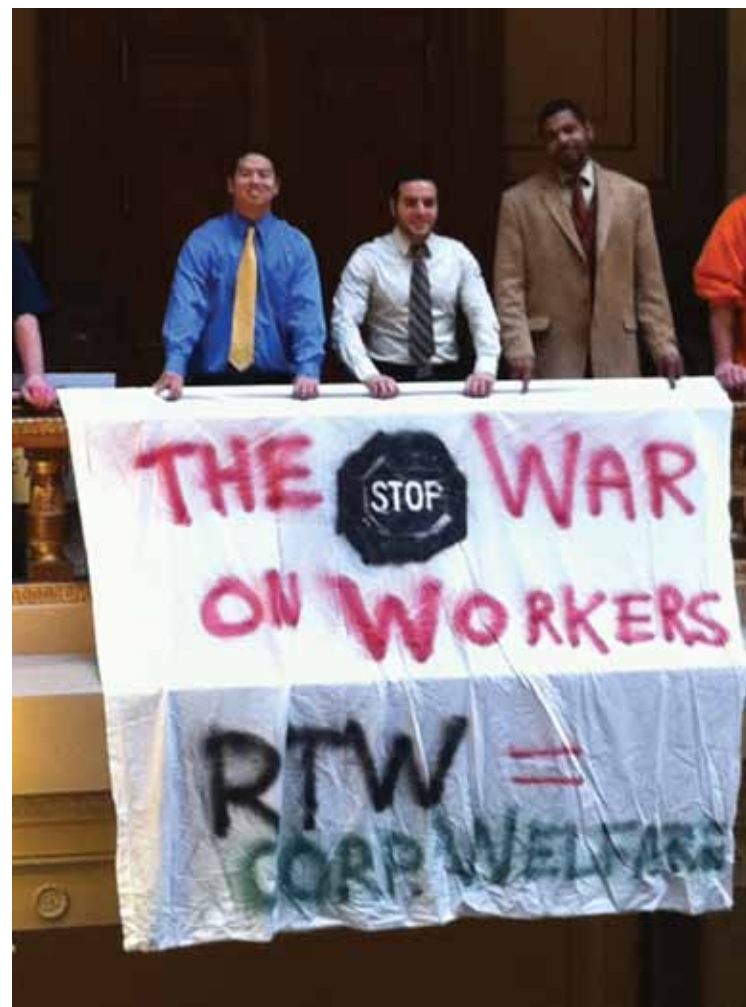
Union families and supporters across the nation participated in rallies and demonstrations in support of union workers under attack. AIL/NILICO's Laurie Onasch, shown left addressing the crowd, was among the leaders at a huge solidarity rally in Olympia, Washington last month.

Fight for Union Rights

Across the nation, American Income and National Income representatives are participating in rallies, demonstrations and protests in support of the union rights of private and public sector workers. AIL/NILICO is also standing in solidarity with union workers with financial assistance and other support.

In addition to the assault on workers' collective bargaining rights, so-called "right-to-work" laws were introduced in a number of states. AIL/NILICO purchased ads opposing RTW.

"The union movement in America is under attack as never before. Fair-minded and concerned Americans must stand up in support of workers' rights," said President & CEO Roger Smith.



MGA Sean McArdle, SGA Michael Libassi, MGA Thomas Watkins attend a rally in Indiana.

The AFL-CIO has launched a national campaign to make April 4th the anniversary of the death of Martin Luther King, Jr., a national day of solidarity for workers in states battling anti-worker measures. The celebration hopes to kick off a week of rallies around the country.

Go to <http://www.facebook.com/werunited>



Outlook



Debbie Ensted

Vice President of
Public Relations Field Operations

This is a Movement and Now is the Moment

American and National Incomers are marching proudly in every state on behalf of working families and the middle class. We are at the table with our friends in Labor. PR is leading the efforts and coordinating all the activities around the state battle campaign including rallies, hearings, op-eds, paid ads, food contributions and financial donations at the state level. In addition, the DC office is coordinating with the national We Are ONE campaign with ongoing activities being planned across the country.

The gutting of collective bargaining rights is the opening shot in a battle for the middle class. Republican Governors, legislators, and their moneyed benefactors are committed to disempowering unions and their progressive allies. It's called Politics. It is payback time for Labor and other progressives.

The endgame for the Republican agenda is to starve Labor's political infrastructure by weakening Labor — taking away members and taking away dues money. Less money collected for dues means less funds for political action, which gives the Republicans an advantage at the polling place.

Simply put, limiting collective bargaining, enacting right to work laws and disallowing dues deductions are all part of a plan to dismantle the force of organized Labor during the electoral cycle. Look at the states under attack — Ohio, Wisconsin and Indiana — and the critical role they play in national elections. Union busting is the easiest way to win at the polls in 2012.

What the Republicans did NOT expect was that hundreds of thousands of students, immigrants, minorities, underemployed and hard working middle class families would see this power grab for what it is.

Many of the protesters don't belong to a union. Why protest? They care about the middle class. They see the attempts to squeeze the life out of the unions and know they are next! So goes organized Labor, so goes the fate of minorities, immigrants, women's rights and good paying jobs! People on the street understand that this is a movement and now is the moment.

This misaligned effort to pit worker against worker, taxpayer against public employee, is failing. People know that it is not their neighbor who caused the greatest economic meltdown of our time! The smoke and mirrors used by these Republican governors and legislators are being seen for what they are. They are a distraction from addressing the fundamental wealth disparity in our country. The top one percent gets richer, everyone else gets poorer. You don't fix those sorts of problems by using smoke and mirrors to balance budgets on the backs of workers.

We are 'all in' on this fight. It's too important for any of us to sit on the sideline. This is a movement, now is the moment. Get involved today.



LEADERSHIP ACADEMY

The next session of American Income's Leadership Academy is Leadership 201: Building for Ownership April 26-27, 2011. All newly promoted MGAs are required to attend this training. In addition, any MGA or RGA whose Director or SGA feels they would benefit is also welcome to attend. Attendees must have completed Leadership 101.

TOPICS INCLUDE:

- Recruiting
- Recruiting for Ownership
- The Weekly Recruiting Schedule
- Coaching
- Coaching & Feedback: Using Conflict to Motivate
- MGA Coaching Test
- Seven Hidden Reasons Why Agents Leave
- Agency Building & Growth
- Setting Sales Goals with New Agents
- Planning Agents' Sales Activity
- Managing the Phone Room for Results
- Planning Field Training & Appointments
- Being Part of the Accountability System
- Clearly Communicating Expectations

"Leadership 201 was fantastic! I gained a lot of information that I have brought back not only to my team, but to the agency as well. All the speakers did an excellent job but I liked Steve Greer the most because his delivery was exceptional. I am thankful that I was afforded the opportunity to attend such an impactful event and look forward to attending any events in the future."

— Ricardo Subero, MGA - McAdams Agency



Mark your calendar for these learning opportunities in 2011!

Leadership 201	04/26 – 04/27
Leadership 301	05/04 – 05/05
Leadership 101	06/21 – 06/23
Leadership 401	07/12 – 07/13
Leadership 101	09/13 – 09/14
Leadership 301	09/27 – 09/28
Leadership 401	10/12 – 10/13
Leadership 201	10/18 – 10/19



Kevin Dunn, Regional Director

"Management is efficiency in climbing the ladder of success; leadership determines whether the ladder is leaning against the right wall." — Stephen R. Covey

If you are interested in attending a Leadership Academy session, please talk to your SGA.

For further inspiration, visit www.aillacademy.com

Direction



Rob Falvo

Senior Vice President
of Field Operations

Leading with Wisdom and Insight

In today's world, if you listen to what is being said about leadership, you can get confused. Great leaders, we hear, must be honest, yet politically savvy; visionary, yet able to "keep it real;" omniscient, but not too intimidating; well-connected to the people, but not overly swayed by mass opinion; a great communicator and a wonderful listener; humble, yet bold. The list goes on. Leadership, says Warren Bennis, "is the most studied and least understood topic of any I can think of."

Maybe it's because we try too hard to make it pure science when there is a lot more art behind it. Practicing the art of leadership is far more than the ability to constantly balance the tension between inspiring people, and getting ALP written and new agents coded. In today's business world, successful leaders seem less like outstanding visionary personalities and more like symphony conductors that can extract greatness from many individual talents to produce meaningful, moving harmony. Over the past 23 years at American Income, I've seen some great leaders create significant things through superior skill and knowledge acquired by study, practice and observation of others in our field. Great leaders know when to select the right leadership "tactic" or "style" to achieve their desired outcome.

Let's listen in on a conversation between two of the greatest leadership artists in history: Israel's King David and his son Solomon. Solomon recounts: "When I was a son with my father, tender, the only one in the sight of my mother, he taught me and said to me, 'Let your heart hold fast to my words, keep my commandments and live... The beginning of wisdom is this: Get wisdom, and whatever you get, get insight.'" (Proverbs 4:3-7)

If wisdom is so crucial to the art of leadership, what is it? Wisdom is the ability to apply knowledge of what is true and right with experience and common sense. This ability results in the right people doing the right things for the right reasons at the right time.

Insight also plays a critical role in shaping the art of leadership. Insight is a clear perception (and often sudden understanding) of a complex situation. You know you're around someone with insight when they exhibit the ability to penetrate into underlying character or truth in a situation.

Both wisdom and insight have a lot to do with our vision as a leader — that vivid mental image of what things will look like after we've done our work well.

■ Anniversaries

29 Years of Service
Gary Bleier, SGA

25 Years of Service
William Verbeten, PR

21 Years of Service
Brenda DiSomma, PR
Kenneth Madden, Agt

20 Years of Service
Roger Fung, RGA
Kelly McDonald, Agt

15 Years of Service
Steven Engrav, RGA

13 Years of Service
Randy Stockley, PR

12 Years of Service
Bob Olson, SGA

11 Years of Service
Rob Hay, SGA
Earnest Loveless, Agt

10 Years of Service
Scott Florin, Agt
Rebecca Klebsch, RGA
Krista Thieme, Agt
Benjamin Van Fossen, Agt

9 Years of Service
Frances Christie, PR
John McGrath, RGA
Russell Morris, RGA
Herivelto Pereira, Agt
Brenda Stipanovich, PR

8 Years of Service
Michael Bromberg, GA
Omar Hashimi, Agt
Adam Kahn, Agt
James Larkin, Agt
David Solomonov, Agt

7 Years of Service
Mitch Duplantis, MGA
Iryna Sushkova, Agt

6 Years of Service
Corey Carbon, GA
Rickie Sasser, Agt

Andrea Yee, Agt

5 Years of Service
Brian Blair, Agt
Richard Carter, Agt
Debra Hurd, PR
Taina Lameko, RGA
Ryan Nishio, RGA
Matt Pflueger, MGA
John Sparby, MGA

4 Years of Service
Evan Holzhauser, MGA
Rencel Jones, MGA
Dustin Klingebiel, Agt
Jeff Lamar, RGA
Keith Litterst, Agt
Emil Mohareb, SA
Tim O'Connor, PR
Arnold Paaleb, MGA
Jonathan Russell, RGA
Atta Saleh, MGA
Lee van Delft, Agt
Huihann Wee, RGA

3 Years of Service
Ini Augustine-Akpan, PR
Michael Brown, MGA
Mary Ann Gaelic, MGA
Daniel Johnson, SA
Phillip Kogel, Agt
Peter Kwiatkowski, GA
Brock Lampe, Agt
Gabriel Manzo, Agt
Kurt Papenhausen, MGA
T J Powers, SGA
Jacqueline Reim, Agt
Kimberly Riley, MGA
Theresa Setefano, MGA
Ronald Starr, MGA
John Tippet, Agt
Kristi Vang, Agt
Bernard Weaver, PR
Evan Wicklund, MGA

2 Years of Service
Todd Bornstein, MGA
Shane Burns, GA
William Caraway, GA
Joshua Champneys, RGA
Clovis Chan, SA
Kayla Chavez, Agt
Peter Chung, GA
Viet Chung, Agt
Furman Clark, PR
Brandon Cooley, RGA
Matthew Diulus, MGA
Melissa Dorey, PR
Tommie Edwards, Agt
Sara Gilley, SA
Joseph Hedborn, MGA
Frederick Hyde, MGA
Francis Ifopo, SA
Linda Jackson, GA
Dulce Jimenez, Agt
Nicole Johnson, GA
Elise Kahn, PR
Donna Lamontagna, PR
Colin Lyse, RGA
Jonathan Maust, MGA
Lisa McGee, PR
Mark Neilson, MGA
Andrea Nichols, GA
Scott Paterson, MGA
Erianna Preston, MGA
Simon Rolland, MGA
Nicole Schneider, PR
William Smith, MGA
Tiffani Tavormina, Agt
Synese Thompson, Agt
Tatjana Tikhonov, Agt
Matthew Turnquist, GA
Afuiva Vaai, SA
Vatapuia Vavau, SA
Ellahe Vaziri, Agt
Kenneth Winton-Grey, PR
Lisa Wood, Agt

1 Year of Service
Chiara Astriab, PR
Christine Augustus, Agt
George Baumberger, GA
Nicholas Bigec, MGA
Jodi Bohdal, Agt
Harmandus Buckle, RGA
Michael Busher, SA
Matthew Byrnes, MGA
Ahmad Chaudhry, MGA
Christian Chavez, PR
Kathryn Cole, Agt
Kalle Convery, Agt
Randall Cook, GA
Matthew Cosic, SA
Toni Curlin, Agt
Carlton Debord, PR
Helen Dellavalle, GA
Leslie Ellis, MGA
Daniel Eskew, PR
Rosalind Faaita, SA
Steven Fauth, SA
Lisa Fioravanti, PR
Anna Gincheran, PR
Ana Graff, Agt
Anna-Marie Grimstead, MGA
Neal Gunn, MGA
Alphonso Hall, SA
William Hand, SA
Jeanette Henry, Agt
Deanna Hernandez, SA
Tyler Hoffman, PR
Adam Huck, SA
David Hutchinson, SA
Abdilmajid Ibrahim, SA
Frederick Jackson, PR
Christina Johnson, SA
Sunia Kaufusi, SA
Elyse Koven, SA
Bryan Larch, SA
Vanessa LaRose, Agt
Tracy LePore, GA

Ali Lutfi, SA
Geetangali Mahabir, MGA
Adam McDonough, SA
Virginia McKnight, MGA
Taupaolo Misa, Agt
Merva Morgan, Agt
Rebecca Najlis, Agt
Debra Nix-Handlin, PR
Ivana Ofakineiafu, SA
Deborah Parnell, Agt
Tina Phongsavath, RGA
Matthew Raney, SA
Gladys Recinos-Jones, PR
Connie Reichard, Agt
Jesse Remby, SA
Crystian Rozotto, Agt
Marco Santos-Reyes, PR
Leemo Saolotoga, Agt
Seiuli Saolotoga, SA
David Scalisi, PR
Amy Schrader, Agt
Pamela Shafer, MGA
Siddhartha Sharma, Agt
Alexander Smith, MGA
Jesse Smith, SA
Alexis Smith-Byron, Agt
Jason South, Agt
Bernat Szilagyi, Agt
Jiunn Tan, Agt
Tupou Tavalea, SA
Joseph Titus, Agt
Calvin Tom, Agt
Mapa Vaki, GA
Daniel Valenzuela, MGA
Sara Vrolyk, PR
Richard Waite, SA
Simotu Williams, Agt
Mark Wyner, GA
Rhett Zimmerman, SA
James Zurlinden, Agt

■ Promotions

REGIONAL GENERAL AGENT
Samantha Chui
Stephen Jubrey
Marisa Willgruber

MASTER GENERAL AGENT
Edward Benes
Dustin Dunbar
Annamarie Grimstead
Joseph Hedborn
Joshua Jackson
Alice Price
Jamie Solis
Jack Wang
Jake Yagjian

60% GENERAL AGENT
Loretta Ekeroma
Matthew Girard
Ariana Jones
Tracy Lepore
Zachary Richardson

57.5% GENERAL AGENT
Sione Aholoka
Brent Arbour
Clarence Boykins
Jovani Chappel
Linda Jackon
Kyle Johnson

Peter Kwiatkowski
Robert Lee
Tevita Liutai
Christian Maula
Jami McKenna
Rasool Mutawakkil
Lafi Papalii
Meneluo Perakis
Sosefo Petelo
Anne Powihongi
Phillip Rigoli
Jonathan Santiago
Peter Santora
Lucan Schmidt
Steven Truver
Kirk Waters

55% SUPERVISING AGENT
Philip Abramovitz
Denise Berrios
Dwayne Cameron
Thomas Cowan
Megan Crowell
Paavo Cymanow
Salvatore Dalessandro
Alexander Daskalakis
Juan Delacruz
Brian Dobbs

Joshua Fritz
Carl Hampton
Marvin Hester
Reade Hogan
Elisha Koniczka
Kenneth Ludwig
Shahab Mahdavinejad
Rebecca McCloud
Larry Mills
Alyssa Mochen
Andrea Mosley
Monica Murray
Robin Rae
Maria Ramirez
Paul Redmond
Bradford Stone
Ransey Vazquez
Shane Vercher
Brent Wilhelmi
Wendell Zulauf

52.5% SUPERVISING AGENT
Lora Beronja
Christina Black
Corwyn Boykins
Matthew Burks
Doreen Busche
Jose Carvajal

Gurpreet Chahal
Khurram Chohan
Asenaca Chute
Cameron Cimino
Matthew Conrad
Michael Copeland
Kanyarat Crosbie
Andrew Dailey
Antonio Evans
Nathaniel Faber
Elizabeth Godfrey
Michael Goldston
James Gooch
Nathan Griswold
Michael Grollimund
Carl Hampton
Fololeni Hansen
Paul Harmer
Casey Holley
John Holstein
David Hutchinson
Faleseu Iremia
Laie Kaufusi
Alanna Kidd
Jennifer Kinder
Ted Kolby
Gabriel Langboun

Gauula Loto
Lillian Mariso
Jenna Maxwell
Jenny McCauley
Brandon Owens
Adelfa Parinas
Brent Penno
Ofa Pistor
Viliamu Pula
William Radcliffe
Benjamin Randle
Zachary Santino
Melissa Sims
Akil Smith
Carl Smith
Craig Steeves
Oleg Stepanov
Pawel Szlembariski
Senelinah Talamaivao
Tupou Tavalea
Francois Telfort
Christopher Testa
Florist Vaki
John Velardo
Robert Werth
Rebecca Willis

■ New SGA



Larry Elman
Quebec



Larry owned a fabric importing company prior to embarking on his career in the Canadian insurance industry six years ago. He answered an ad in a newspaper, and was recruited by AIL EVP/CMO Scott Smith personally, who introduced him to SGA Imran Satti. Larry says he was impressed by Imran's considerable business experience, and says his decision to partner with him feels like a "natural evolution" in his career. Larry and his wife Sherry live in Montreal. They have two grown daughters.

■ Director of the Month

Leaders growing leaders!

Sales Director

Ron Newlin

Ron had 23.6% growth in ALP over February last year.

Outstanding!



Leaders growing leaders!

PR Director

Patti Morgan

Patti had positive lead growth of 645 leads in February.

Good job!



WHAT ARE YOU WAITING FOR?

OUR INTERNET REPUTATION IS IN YOUR HANDS!



Like us on Facebook:
American Income Life Insurance Company
(nearly half of all people in the US are active on Facebook)



Follow us on Twitter: AIL_NILICO
(190 mil users generating 65 mil tweets a day,
more than 800k search queries per day!)



Blogs: www.mylifeatnilico.com and www.mylifeatnilico.com
(77 percent of internet users read blogs)



YOU have a vested interest. Take 10 minutes today: **Follow, Like, Post.**

Bonus

Founder's Club February 2011 Qualifiers

Outstanding Producers & PR Representatives:

LEADERSHIP BONUS

Qualifier	Amount	SGA
Ben Halali	\$40,739	Jatoft-Foti
Taina Lameko	31,739	Steve Friedlander
Justin Adams	20,375	Simon Arias
Stephen Jubrey	17,671	Oldham-Bianchi
Serah James	17,376	Steve Friedlander
Norman Sellen	16,557	Steve Friedlander
Simon Rolland	14,901	Steve Friedlander
William Smith	14,589	Steve Friedlander
Stephen Hill	14,274	Steve Friedlander
Samuel Cohen	13,939	Fred Hadayia

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Tone Munro	\$6,136	Steve Friedlander
Lily Tchen	4,017	Cohen-Cohen
Omarh Torio	3,640	Jatoft-Foti
Ryan Kendl	3,620	Altig-Orlovic
Gil Legarte	3,619	Jatoft-Foti
Mark Neilson	3,584	Altig-Orlovic
Viliamu Pula	3,552	Steve Friedlander
Alafou Tupuola	3,328	Steve Friedlander
Michal Majewski	3,226	Altig-Orlovic
Max Quasem	3,148	Cohen-Cohen

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,596	Jatoft-Foti
Frank Kolligian	1,658	Slav Bitman
Lance Martin	1,408	Surace-Smith
Olga Tsymbal	1,225	Josh Chalom
Bradley Weigand	1,208	Surace-Smith
James Larkin	1,131	Theodore Pappas
Richard Walus	1,100	Bob Olson
Nicole Johns	1,072	Oldham-Bianchi
John Serrano	1,043	Philip Prata
Ronald Rivera	987	Cohen-Cohen

Bonus Total: \$1,844,824



Terrence Asuncion
Jatoft-Foti Agency
2nd Qualification
\$82,244 Net ALP
87.8 % Ret



Mark Akler
Chalom Agency
1st Qualification
\$54,545 Net ALP
78.8 % Ret



Viet Chung
Jatoft-Foti Agency
1st Qualification
\$105,450 Net ALP
85.3 % Ret



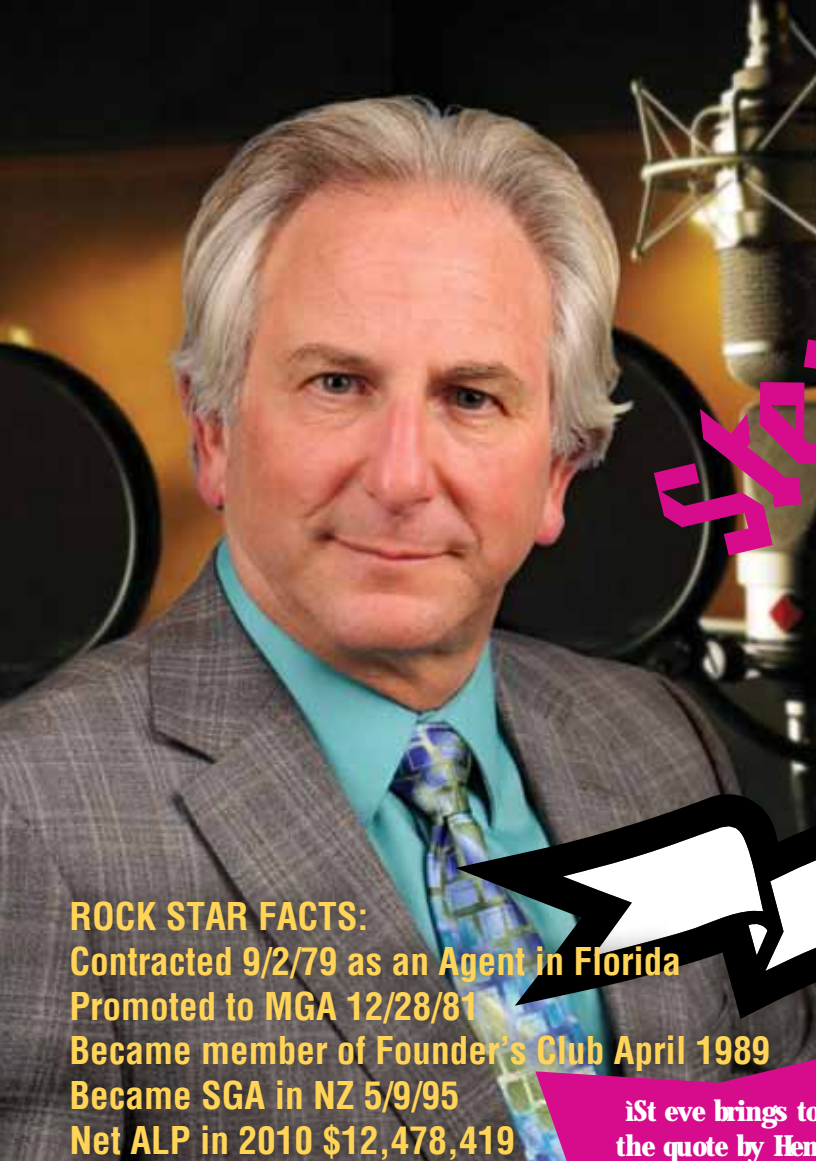
Tone Munro
Friedlander Agency
1st Qualification
\$102,408 Net ALP
96.5 % Ret



Rebecca Najlis
Jatoft-Foti Agency
1st Qualification
\$75,608 Net ALP
91.6 % Ret



Ronald Rivera
Cohen-Cohen Agency
1st Qualification
\$50,807 Net ALP
100.0 % Ret



ROCK STAR FACTS:
 Contracted 9/2/79 as an Agent in Florida
 Promoted to MGA 12/28/81
 Became member of Founder's Club April 1989
 Became SGA in NZ 5/9/95
 Net ALP in 2010 \$12,478,419

Steve and his family arrived in New Zealand in March of 1995. He wrote his first policy to the salesman who sold them their first car. Steve says, "I told him, 'I'll buy the car if you buy a policy.' That policy is still on the books today after all these years."

The New Zealand operation has "mojo," according to Steve, which allowed the Agency to rise to the top in 2010. He says they all get along as one big extended family. In fact, many families actually work for him and seem to do the best. "What other company allows the true essence of a family business to be just that: a real family business, in which a husband, wife, and their children can work together, and spread the gospel of providing meaningful benefits to people that need it?"

Steve thinks another reason the Agency excelled in 2010 was due to personal challenges issued by some other managers and agents at last year's convention. "We don't accept the words 'second place' and 'failure' in our culture!" A word to the wise: be careful when you toss the gauntlet at the New Zealand office!

Looking ahead in 2011, Steve says previous records are made to be broken. "Second place is the first place to lose. We can always do better, so we have another new challenge to show the world the New Zealand operation is a special organization to be part of. I am blessed to have the best family in the world and honoured to be surrounded with so many beautiful people that are living the words 'Opportunity Unlimited.' I look forward to many more years of success, triumphs, fun, and great times."

Steve brings to mind the quote by Henry Ford that says, "Obstacles are what we see when we take our eyes off our goals." Steve and his team never lost focus and that's why the results are there.
 — Domenico Bertini

Congratulations, Steve, on another record breaking year. It's incredible to see what you have accomplished this year, and by raising the bar, shown all of us what is possible with Opportunity Unlimited.
 — Fred Hadayia

Congratulations Steve! You have always been one of the most honorable agents that I have ever known. You're a dedicated person, and I'm honored to know you and have had the privilege of working with you. You are in a class by yourself! When I think of the people that I love the most, you're always in that group!
 Love,
 Bernard Rapoport

Steve, you are such an inspiration for myself and others. It is so great to see our experienced SGAs, who have laid the foundation for new SGAs like me, leading this Company to new heights. You are a great person inside and out. Thanks for always making me feel welcome, and for all that you do to make this Company great! Congratulations and God Bless You!
 — Simon Arias



			
RICK ALTIG	SIMON ARIAS	JOE DIECEDUE	DON FOTI
			
STEVE FRIEDLANDER	FRED HADAYIA	ROB HAY	
			
JOHN JATOFT	TIM McADAMS	ILIJA ORLOVIC	
			
THEO PAPPAS	TOM WILLIAMS	DAVID ZOPHIN	

2011 EXECUTIVE COUNCIL



The American Income Life/National Income Life Executive Council is comprised of outstanding State General Agents with some of the most innovative minds in the Company. This hand-picked group of leaders serves as a think tank and a sounding board for developing and honing ideas to help guide our Company toward continued growth and prosperity.

The 2011 Executive Council met in Los Cabos, Mexico in March to discuss such topics as recruiting, training, retention, growth, and the Needs-Based Laptop Presentation. The Council acts as a bellwether for the upcoming spring SGA meeting, which will be held in Las Vegas in April.

This year's Council members are: Rick Altig, Simon Arias, Joe Diecedue, Don Foti, Steve Friedlander, Fred Hadayia, Rob Hay, John Jatoft, Tim McAdams, Ilija Orlovic, Theo Pappas, Tom Williams, and David Zophin.

Congratulations to our new Executive Council.



Individual Producers



1. Tone Munro
Auckland, NZ



2. Mark Neilson
Provo, UT



3. Joshua Lenix
Cleveland, OH



4. Ryan Kendl
Provo, UT



5. Lily Tchen
Long Beach, CA



6. Alafou Tupuola
Auckland, NZ



7. Amanda Beyersdorff
Cleveland, OH



8. Rebecca Najlis
San Jose, CA



9. Francois Telfort
Burlington, MA



10. Matthew Conrad
Cleveland, OH



11. Omarh Torio
San Jose, CA



12. Gil Legarte
Concord, CA



13. Elias Hazen
Cleveland, OH



14. Cheri Xie
Nashville, TN



15. Max Quasem
Los Angeles, CA



16. Viet Chung
San Jose, CA



17. Roghie Hassan Loo
Toronto, ON



18. Cecilia Asopardo
Concord, CA



19. Viliamu Pula
Auckland, NZ



20. Christian Napiza
San Jose, CA

IceBreakers

Michael P. McGinnis
Cleveland, OH
\$15,398 Net ALP
Darron Hacker MGA
Surace-Smith SGA

Aaron Haynes
Pittsburgh, PA
\$14,786 Net ALP
Justin Adams MGA
Simon Arias SGA

Matt Sklarz
Lexington, KY
\$13,165 Net ALP
Ryan Neel MGA
T J Powers SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

February Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1	Tone Munro	\$38,000		96.5	Norman Sellen	Steve Friedlander
2	Mark Neilson	24,694		70.2	Nicholas Lorence	Altig-Orlovic
3	Joshua Lenix	21,003		69.5	Michael Vasu	Surace-Smith
4	Ryan Kendl	20,726		89.1	Nicholas Lorence	Altig-Orlovic
5	Lily Tchen	19,946		79.7	David Iriye	Cohen-Cohen
6	Alafou Tupuola	19,599		68.8	Karen McQuoid	Steve Friedlander
7	Amanda Beyersdorff	19,328		86.1	Amanda Beyersdorff	Surace-Smith
8	Rebecca Najlis	19,118		91.6	Ben Halali	Jatoft-Foti
9	Francois Telfort	18,999	100		Ryan Hall	Laura Fisher
10	Matthew Conrad	18,822	98		Mathew Parks	Surace-Smith
11	Omarh Torio	18,666		84.7	Ben Halali	Jatoft-Foti
12	Gil Legarte	18,561		83.2	Gil Legarte	Jatoft-Foti
13	Elias Hazen	18,548		79.4	Darron Hacker	Surace-Smith
14	Bei Xie	18,357		74.0		Altig-Orlovic
15	Max Quasem	18,115		75.7		Cohen-Cohen
16	Viet Chung	17,741		85.3	Ben Halali	Jatoft-Foti
17	Roghie Hassan Loo	17,574		72.6	Byron Paz	Josh Chalom
18	Cecilia Asopardo	17,289	88		Gil Legarte	Jatoft-Foti
19	Viliamu Pula	16,222	99		Serah James	Steve Friedlander
20	Christian Napiza	15,888		83.2	Ben Halali	Jatoft-Foti
21	Samson Adelufosi	15,430		83.4		Giglione-Ackerman
22	Michael P. McGinnis	15,398	100		Darron Hacker	Surace-Smith
23	Osaia Vaka	15,264	98		William Smith	Steve Friedlander
24	Daniel Johnson	15,103		71.5	Patrick Bendure	Surace-Smith
25	Evan Wicklund	15,086		74.3	Bobby Gujral	Altig-Orlovic
26	Kelly Ryan	15,031	99		Patrick Bendure	Surace-Smith
27	Robert Ulreich	14,815		85.3		Jatoft-Foti
28	Aaron Haynes	14,786	88		Justin Adams	Simon Arias
29	Samantha Chui	14,682		80.7	Samantha Chui	Matthew Hogan
30	Ross Ewen	14,631		76.9		Scott Rehberg
31	Hunter Houvener	14,629		69.5	Daniel Toshner	Altig-Orlovic
32	Ryan Fickert	14,619	94		Patrick Bendure	Surace-Smith
33	Scott Davis	14,578		85.3	Scott Davis	Simon Arias
34	Matt Flores	14,548		84.3		Cohen-Cohen
35	Jovani Chappel	14,444	85		Justin Adams	Simon Arias
36	Terrence Asuncion	14,022		87.8	Ernesto Magat	Jatoft-Foti
37	Thomas Tulowiecki	13,996		83.3	Hal Herman	Oldham-Bianchi
38	Isabel Pereira	13,993	92		Daniel Orr	Imran Satti
39	Ofa Pistor	13,901	100		Taina Lameko	Steve Friedlander
40	Randolph Souliers	13,897		79.8	Eric Labossiere	Altig-Orlovic
41	Roger Weisman	13,854		86.3	Stephen Jubrey	Oldham-Bianchi
42	Lou Utumapu	13,554		76.8	Stephen Hill	Steve Friedlander
43	Kayla Chavez	13,497		79.7	Ben Halali	Jatoft-Foti
44	Dominic Park	13,482	93		Mark Glazer	Theodore Pappas
45	Samvel Tigranyan	13,363		70.9	Erik Graham	Cohen-Cohen
46	Steve Marker	13,320		77.2	Troy Plummer	Altig-Orlovic-Hay
47	Matt Sklarz	13,165	100		Ryan Neel	T J Powers
48	Tevita Tupouniua	13,105		86.6	Norman Sellen	Steve Friedlander
49	Jorell Washington	13,096		77.0		Joseph Diecedue
50	Mary Kerehoma	13,073	100		William Smith	Steve Friedlander

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$57,894		96.5	Norman Sellen	Steve Friedlander
*2.	Gil Legarte	44,492		83.2	Gil Legarte	Jatoft-Foti
*3.	Viliamu Pula	42,264	99		Serah James	Steve Friedlander
*4.	Cecilia Asopardo	40,588	88		Gil Legarte	Jatoft-Foti
*5.	Lily Tchen	39,207		79.7	David Iriye	Cohen-Cohen
*6.	Rebecca Najlis	38,968		91.6	Ben Halali	Jatoft-Foti
*7.	Amy Shui	35,590		71.4		Giglione-Ackerman
*8.	Alafou Tupuola	34,994		68.8	Karen McQuoid	Steve Friedlander
*9.	Matt Flores	34,173		84.3		Cohen-Cohen
*10.	Max Quasem	32,200		75.7		Cohen-Cohen
11.	Christian Napiza	32,197		83.2	Ben Halali	Jatoft-Foti
12.	Osaia Vaka	32,150	98		William Smith	Steve Friedlander
13.	Viet Chung	32,148		85.3	Ben Halali	Jatoft-Foti
14.	Ross Ewen	31,829		76.9		Scott Rehberg
15.	Kyle Wrobel	31,031		75.7	Michael Vasu	Surace-Smith
16.	Joshua Lenix	30,848		69.5	Michael Vasu	Surace-Smith
17.	Elias Hazen	30,176		79.4	Darron Hacker	Surace-Smith
18.	Roghie Hassan Loo	30,111		72.6	Byron Paz	Josh Chalom
19.	Ryan Kendl	29,670		89.1	Nicholas Lorence	Altig-Orlovic
20.	Erez Shabtay	28,842		90.1		Cohen-Cohen
21.	Maria Duarte	28,401	89		Ben Halali	Jatoft-Foti
22.	Robert Ulreich	28,272		85.3		Jatoft-Foti
23.	Mark Neilson	28,216		70.2	Nicholas Lorence	Altig-Orlovic
24.	Randolph Souliers	27,561		79.8	Eric Labossiere	Altig-Orlovic
25.	Mark Akler	27,272		78.8	Byron Paz	Josh Chalom
26.	Ronald Rivera	27,232		100.0		Cohen-Cohen
27.	Lesina Ah Sue	27,038		74.5	Stephen Hill	Steve Friedlander
28.	Kristy Nguyen	26,926	91		Ernesto Magat	Jatoft-Foti
29.	Francois Telfort	26,772	100		Ryan Hall	Laura Fisher
30.	Amanda Beyersdorff	26,300		86.1	Amanda Beyersdorff	Surace-Smith
31.	Terrence Asuncion	26,127		87.8	Ernesto Magat	Jatoft-Foti
32.	Matthew Conrad	26,068	98		Mathew Parks	Surace-Smith
33.	Filipo Havili	25,807		79.6	Lorenzo Lameko	Steve Friedlander
34.	Ali Zaidi	25,785	91		Jason Bratin	Theodore Pappas
35.	Kelly Ryan	25,753	99		Patrick Bendure	Surace-Smith
36.	Brent Penno	25,752	89		Eric Labossiere	Altig-Orlovic
37.	Ivana Ofakineiafu	25,736		80.6	Stephen Hill	Steve Friedlander
38.	Ofa Pistor	25,557	100		Taina Lameko	Steve Friedlander
39.	Samantha Chui	25,088		80.7	Samantha Chui	Matthew Hogan
40.	Jovani Chappel	24,785	85		Justin Adams	Simon Arias
41.	Wendy Ornelas	24,725	91		Maria Greene	Jatoft-Foti
42.	Bruce Tan	24,697		76.4	Christopher Clark	Altig-Orlovic
43.	Hector DelToro	24,265	91		Ben Halali	Jatoft-Foti
44.	Samvel Tigranyan	23,916		70.9	Erik Graham	Cohen-Cohen
45.	Nicholas Walsh	23,851	89		Nicholas Walsh	Altig-Orlovic
46.	Dustin Surace	23,841		85.4	Ryan Vopat	Surace-Smith
47.	Bei Xie	23,341		74.0		Altig-Orlovic
48.	Steve Marker	23,059		77.2	Troy Plummer	Altig-Orlovic-Hay
49.	Roger Weisman	22,853		86.3	Stephen Jubrey	Oldham-Bianchi
50.	Evan Wicklund	22,813		74.3	Bobby Gujral	Altig-Orlovic

ALL TIME RECORD: OFA TUPOUNIUA \$392,550 Net ALP

Supervising Agents



1. Kristy Nguyen
Concord, CA



2. Tevita Tupouniua
Auckland, NZ



3. Henry Briggs
Auckland, NZ



4. Bryon Welch
Auckland, NZ



5. Jeremie Dupuis
Halifax, NS

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Kristy Nguyen	\$29,226	\$33,227	88	Ernesto Magat	Jatoft-Foti
2.	Tevita Tupouniua	28,815	41,921	97	Norman Sellen	Steve Friedlander
3.	Henry Briggs	24,753	26,954	97	Taina Lameko	Steve Friedlander
4.	Bryon Welch	24,750	30,898	98	Sara Welch	Steve Friedlander
5.	Jeremie Dupuis	23,612	22,734	91	Daniel Orr	Imran Satti
6.	Afuiva Vaai	21,021	20,637	89	Taina Lameko	Steve Friedlander
7.	Travis Picklesimer	18,810	38,276	86	Darron Hacker	Surace-Smith
8.	Colleen Devine	17,769	19,827	72.0	Daniel Orr	Imran Satti
9.	Val Aiono	16,958	20,701	97	Theresa Setefano	Steve Friedlander
10.	Christopher Newman	16,831	23,908	88	Michael Vasu	Surace-Smith

ALL TIME RECORD: KRISTY NGUYEN \$121,960 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$186,373 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Afuiva Vaai	\$49,993	\$49,608	89	Taina Lameko	Steve Friedlander
2.	Henry Briggs	45,944	54,191	97	Taina Lameko	Steve Friedlander
3.	Bryon Welch	45,458	58,661	98	Sara Welch	Steve Friedlander
4.	Kristy Nguyen	42,509	69,711	88	Ernesto Magat	Jatoft-Foti
5.	Tevita Tupouniua	40,513	62,537	97	Norman Sellen	Steve Friedlander
6.	Jeremie Dupuis	36,003	36,798	91	Daniel Orr	Imran Satti
7.	Steven Rotherforth	35,389	56,099	78.2	Stephen Jubrey	Oldham-Bianchi
8.	Colleen Devine	34,047	36,634	70.0	Daniel Orr	Imran Satti
9.	Cherie Adams	28,680	49,330	87	Hamandus Buckle	Bob Olson
10.	Val Aioo	27,364	36,424	97	Theresa Setefano	Steve Friedlander

ALL TIME RECORD: KRAIG JILGE \$501,643 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$959,675 Net ALP

General Agents



1. Kraig Jilge
San Jose, CA



2. Mapa Vaki
Auckland, NZ



3. Sione Aholoka
Auckland, NZ



4. Sione Kanongataa
Auckland, NZ



5. Dustin Dunlap
Columbus, OH



6. Karen Gagarin
San Jose, CA



7. Aaron Parks
Pittsburgh, PA



8. Matthew Turnquist
Greenwood Village, CO



9. Seini Mafi
Auckland, NZ



10. Ofa Tupouniua
Auckland, NZ

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Kraig Jilge	\$62,246	\$117,106	70.7	Ben Halali	Jatoft-Foti
2.	Mapa Vaki	58,519	70,970	94	Taina Lameko	Steve Friedlander
3.	Sione Aholoka	49,930	58,269	97	Serah James	Steve Friedlander
4.	Sione Kanongataa	49,274	55,107	95	Serah James	Steve Friedlander
5.	Dustin Dunlap	38,845	54,233	69.4	Patrick Bendure	Surace-Smith
6.	Karen Gagarin	36,947	52,821	80.1	Ernesto Magat	Jatoft-Foti
7.	Aaron Parks	36,438	43,338	72.3	Justin Adams	Simon Arias
8.	Matthew Turnquist	35,017	47,904	86	Javier Sandoval	Steven DiChiaro
9.	Seini Mafi	34,572	42,423	98	Taina Lameko	Steve Friedlander
10.	Ofa Tupouniua	33,750	50,664	89	Norman Sellen	Steve Friedlander
11.	Andrea Nichols	33,282	51,936	78.6	Stephen Jubrey	Oldham-Bianchi
12.	Daniel Walton	31,844	50,154	75.0	Patrick Bendure	Surace-Smith
13.	Brian Welsh	31,288	35,760	71.0	Justin Adams	Simon Arias
14.	Steven Cox	28,869	33,651	96	Simon Rolland	Steve Friedlander
15.	Sosefo Petelo	26,894	48,765	95	Lorenzo Lameko	Steve Friedlander
16.	John Setu	26,838	32,280	97	Simon Rolland	Steve Friedlander
17.	Kyle Wrobel	26,176	61,201	95	Nicholas Zangardi	Surace-Smith
18.	Derron Alexander	26,004	36,868	96	Jason Bratin	Theodore Pappas
19.	Ronald Rennich	23,931	34,598	84.9	Matthew Diulus	Simon Arias
20.	Matthew Ficarra	22,953	35,772	88	Michale Romeo	Oldham-Bianchi

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Sione Kanongataa	\$136,812	\$177,392	95	Serah James	Steve Friedlander
*2.	Mapa Vaki	130,949	165,314	94	Taina Lameko	Steve Friedlander
*3.	Sione Aholoka	120,313	136,881	97	Serah James	Steve Friedlander
*4.	Kraig Jilge	105,827	180,816	70.7	Ben Halali	Jatoft-Foti
*5.	Matthew Turnquist	78,959	94,909	86	Javier Sandoval	Steven DiChiaro
6.	Seini Mafi	67,597	82,614	98	Taina Lameko	Steve Friedlander
7.	Dustin Dunlap	64,921	90,181	69.4	Patrick Bendure	Surace-Smith
8.	Karen Gagarin	63,753	101,072	80.1	Ernesto Magat	Jatoft-Foti
9.	Loretta Ekeroma	62,450	103,562	91	Lorenzo Lameko	Steve Friedlander
10.	Steven Cox	61,036	72,346	96	Simon Rolland	Steve Friedlander
11.	Brian Welsh	53,874	71,750	71.0	Justin Adams	Simon Arias
12.	Andrea Nichols	51,632	81,345	78.6	Stephen Jubrey	Oldham-Bianchi
13.	Sosefo Petelo	45,504	84,334	95	Lorenzo Lameko	Steve Friedlander
14.	Aaron Parks	45,132	62,133	72.3	Justin Adams	Simon Arias
15.	John Setu	44,415	56,888	92	Simon Rolland	Steve Friedlander
16.	Daniel Walton	44,088	75,171	75.0	Patrick Bendure	Surace-Smith
17.	Ofa Tupouniua	43,772	80,009	89	Norman Sellen	Steve Friedlander
18.	Kyle Wrobel	40,273	110,435	95	Nicholas Zangardi	Surace-Smith
19.	Derron Alexander	38,893	57,250	96	Jason Bratin	Theodore Pappas
20.	William Parmeter	38,494	80,099	72.1	Hal Herman	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Taina Lameko
Auckland, NZ



2. Patrick Bendure
Columbus, OH



3. Justin Adams
Pittsburgh, PA



4. Stephen Jubrey
Rochester, NY



5. Serah James
Auckland, NZ



6. Jason Bratin
Flushing, NY



7. Ben Halali
San José, CA



8. Matthew Parks
Cleveland, OH



9. Michael Vasu
Cleveland, OH



10. Javier Sandoval
Greenwood Village, CO

February Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$144,246	\$172,795		68.3	Steve Friedlander
2.	Patrick Bendure	94,791	215,314		72.0	Surace-Smith
3.	Justin Adams	84,546	100,258		68.5	Simon Arias
4.	Stephen Jubrey	75,571	186,028		74.7	Oldham-Bianchi
5.	Serah James	74,882	94,391		70.1	Steve Friedlander
6.	Jason Bratin	71,340	99,269		73.1	Theodore Pappas
7.	Ben Halali	67,624	291,770		71.0	Jatoft-Foti
8.	Matthew Parks	65,670	86,253		70.3	Surace-Smith
9.	Michael Vasu	63,267	155,455		71.6	Surace-Smith
10.	Javier Sandoval	61,254	81,169		71.8	Steven DiChiaro
11.	Levar Morgan	55,787	69,727		71.6	Theodore Pappas
12.	Samuel Cohen	51,660	97,703		69.3	Fred Hadayia
13.	Stephen Hill	50,038	128,111		77.5	Steve Friedlander
14.	Matthew Diulus	46,571	62,562		75.6	Simon Arias
15.	Simon Rolland	43,009	54,476		73.0	Steve Friedlander
16.	Michael Romeo	40,751	68,389	88		Oldham-Bianchi
17.	Darron Hacker	40,086	91,117		74.4	Surace-Smith
18.	Ernesto Magat	36,947	74,990		79.8	Jatoft-Foti
19.	Robert Kanaan	36,837	37,935	87		Imran Satti
20.	Mark Glazer	35,966	48,400	94		Theodore Pappas

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$414,351 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$355,206	\$418,797		68.3	Steve Friedlander
*2.	Serah James	170,239	226,401		70.1	Steve Friedlander
*3.	Patrick Bendure	157,175	334,347		72.0	Surace-Smith
*4.	Stephen Jubrey	137,750	331,665		74.7	Oldham-Bianchi
*5.	Jason Bratin	130,037	175,773		73.1	Theodore Pappas
6.	Justin Adams	129,003	165,039		68.5	Simon Arias
7.	Javier Sandoval	119,288	148,553		71.8	Steven DiChiaro
8.	William Smith	115,413	114,158		68.8	Steve Friedlander
9.	Matthew Parks	111,556	146,758		70.3	Surace-Smith
10.	Ben Halali	111,433	490,054		71.0	Jatoft-Foti
11.	Simon Rolland	105,259	138,551		73.0	Steve Friedlander
12.	Levar Morgan	100,325	114,987		71.6	Theodore Pappas
13.	Michael Vasu	96,035	272,354		71.6	Surace-Smith
14.	Stephen Hill	94,185	276,993		77.5	Steve Friedlander
15.	Samuel Cohen	83,077	163,281		69.3	Fred Hadayia
16.	Robert Kanaan	77,044	67,138	87		Imran Satti
17.	Michael Romeo	76,765	133,422	88		Oldham-Bianchi
18.	Mark Glazer	70,604	85,625	94		Theodore Pappas
19.	Harmandus Buckle	68,123	110,651		70.2	Bob Olson
20.	Matthew Diulus	66,597	78,406		75.6	Simon Arias

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$3,364,819 Net ALP

Regional General Agents



1. Taina Lameko
Auckland, NZ



2. Brett Gryska
Rochester, NY



3. Ben Halali
Concord, CA



4. Patrick Bendure
Columbus, OH



5. Justin Adams
Pittsburgh, PA

February Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$357,638	\$521,251		72.9	Steve Friedlander
2.	Brett Gryska	167,132	329,476		70.1	Oldham-Bianchi
3.	Ben Halali	155,910	438,303		73.2	Jatoft-Foti
4.	Patrick Bendure	134,232	302,363		72.4	Surace-Smith
5.	Justin Adams	130,989	185,451		69.5	Simon Arias
6.	Stephen Hill	123,036	235,045		77.1	Steve Friedlander
7.	Thomas Vena	118,752	213,104		80.7	Simon Arias
8.	Jason Bratin	95,743	134,812		73.1	Theodore Pappas
9.	Michael Vasu	88,604	247,078		69.2	Surace-Smith
10.	Bo Gentile	86,320	172,834	97		Williams-Zophin

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$916,502	\$1,322,877		72.9	Steve Friedlander
*2.	Brett Gryska	281,933	584,463		70.1	Oldham-Bianchi
3.	Ben Halali	255,358	759,332		73.2	Jatoft-Foti
4.	Stephen Hill	231,657	469,061		77.1	Steve Friedlander
5.	Lorenzo Lameko	206,320	314,001		69.1	Steve Friedlander
6.	Patrick Bendure	205,060	466,444		72.4	Surace-Smith
7.	Justin Adams	204,883	297,975		69.5	Simon Arias
8.	Jason Bratin	180,122	238,844		73.1	Theodore Pappas
9.	Thomas Vena	169,181	332,603		80.7	Simon Arias
10.	Robert Kanaan	138,899	195,148	87		Imran Satti

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$7,822,932 Net ALP

State General Agents

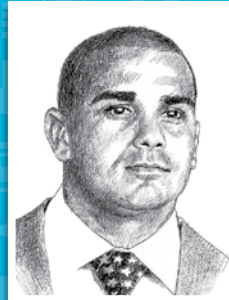
Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective, and the top Net ALP Producer in both the Start Up and Rookie Categories. YTD winners for Categories I-VIII will be recognized at convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



Simon Arias
CATEGORY II



Theodore Pappas
CATEGORY III



Steven DiChiaro
CATEGORY IV

February	Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Surace-Smith			70.7	\$346,332	\$360,000	96%	36%	132%
		Steve Friedlander		73.7	607,377	563,000	108%	20%	128%
II	Simon Arias		76.3	\$256,691	\$182,000	141%	88%	229%	
III	Theodore Pappas		73.9	\$169,817	\$135,000	126%	63%	189%	
IV	Steven DiChiaro		69.1	\$150,088	\$109,000	138%	28%	166%	

YTD	Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Steve Friedlander		73.7	\$1,334,466	\$1,126,000	119%	50%	169%	
II	Simon Arias		76.3	\$383,638	\$364,000	105%	48%	154%	
III	Theodore Pappas		73.9	\$313,826	\$270,000	116%	71%	188%	
IV	Steven DiChiaro		69.1	\$312,197	\$218,000	143%	32%	175%	

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

Top Rookie



Jeremy Welch

Net ALP \$69,413
1st Six Mo Agt \$51,271

Top Startup



Sabrina Lloyd

Net ALP \$43,419
1st Six Mo Agt \$23,413

Public Relations



1. Chuck Hill
CATEGORY I
Lodi, CA



2. Mark Gagliardi
CATEGORY I
Oakley, CA



1. Robin Andrade
CATEGORY II
Malden, MA



2. Jessica Ingerick
CATEGORY II
Arlington, VA



1. Mario Soljan
CATEGORY III
Auckland, NZ



2. Katherine Kidder
CATEGORY III
Pittsburgh, PA



1. Darrell Dorey
CATEGORY IV
Mahone Bay, NS



2. Kate Langthorn
CATEGORY IV
Ewa Beach, HI



Rookie
Sean Lockrem
Missoula, MT



Top Manager
Chuck Hill
Lodi, CA

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2010 Hire Date

ICEBREAKER: Reps with 2011 Hire Date

February Production

Category	Rank	Name	Production in Cards	Territory
I	1.	Chuck Hill	9,238	Northern California/Debbie Enstedt
	2.	Mark Gagliardi	1,759	Northern California/Debbie Enstedt
	3.	Kathleen Loughran-Pappas	1,574	New York City/Susan Fuldauer
	4.	Malka Arony	1,429	Arizona/Rachelle Valdez
	5.	Larry Lozano	1,421	Northern California/Debbie Enstedt
II	1.	Robin Andrade	1,643	Massachusetts/Laurie Onasch
	2.	Jessica Ingerick	1,022	Virginia/Laurie Onasch
	3.	Bernard Weaver	899	Pennsylvania/Tim Farr
	4.	Tracy Little	862	Orlando/Patti Morgan
	5.	Erica Dalager	665	Minnesota/Laurie Onasch
III	1.	Mario Soljan	1,489	Steve Friedlander
	2.	Katherine Kidder	1,298	Pennsylvania/Tim Farr
	3.	David Blaisdell	1,215	Tennessee/Patti Morgan
	4.	Dee Hettinger	678	Kansas/Patti Morgan
	5.	George Murry	652	Alabama/Patti Morgan
IV	1.	Darrell Dorey	2,397	Maritimes/Debbie Enstedt
	2.	Kate Langthorn	2,287	Hawaii/Rachelle Valdez
	3.	Sean Lockrem	1,346	Montana/Rachelle Valdez
	4.	Sarah Dufrechou	1,315	Arkansas/Patti Morgan
	5.	Sue Akers	973	Nebraska/Rachelle Valdez
Rookie Manager	1.	Sean Lockrem	1,346	Montana/Rachelle Valdez
	1.	Chuck Hill	+ 8,653	Debbie Enstedt
	2.	Billy Sauers	+ 2,771	Susan Fuldauer
	3.	Beth Farm	+ 2,150	Patti Morgan

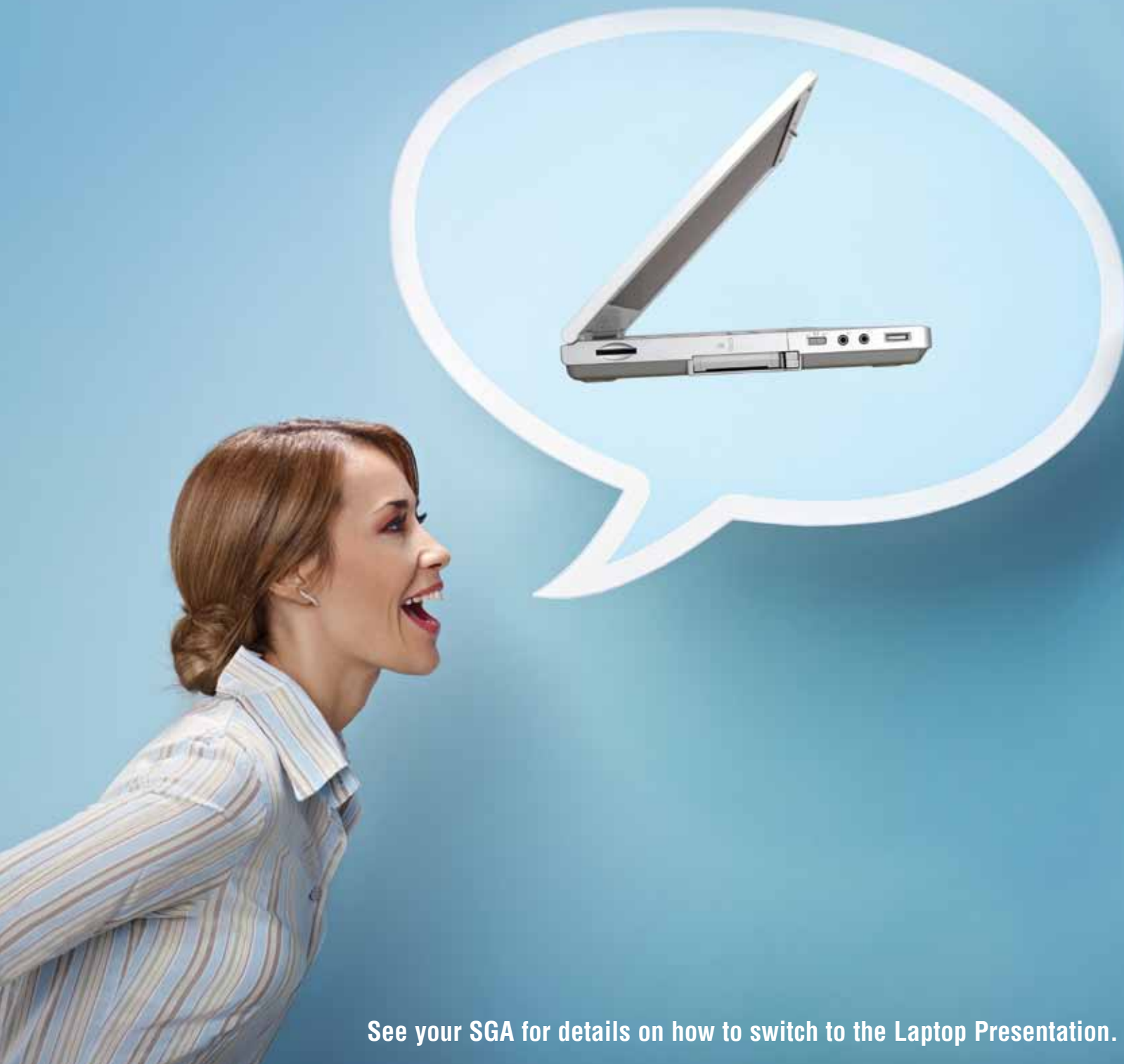
ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

Category	Rank	Name	Production in Cards	Territory
I	*1.	Chuck Hill	10,919	Northern California/Debbie Enstedt
	*2.	Malka Arony	8,946	Arizona/Rachelle Valdez
	3.	Mark Gagliardi	5,608	Northern California/Debbie Enstedt
	4.	Susan Gilbert	4,189	Chicago/Laurie Onasch
	5.	Chris Jones	2,920	Michigan/Tim Farr
II	*1.	Robin Andrade	3,875	Massachusetts/Laurie Onasch
	*2.	Bernard Weaver	3,180	Pennsylvania/Tim Farr
	3.	Jessica Ingerick	2,676	Virginia/Laurie Onasch
	4.	Erica Dalager	2,119	Minnesota/Laurie Onasch
	5.	George Farenthold	2,024	New York State/Tim Farr
III	*1.	Lou Nell Busby	3,005	Kentucky/Susan Fuldauer
	*2.	Katherine Kidder	2,725	Pennsylvania/Tim Farr
	3.	David Blaisdell	2,710	Tennessee/Patti Morgan
	4.	Mario Soljan	2,086	Steve Friedlander
	5.	Cheryl Cook	1,955	Pennsylvania/Tim Farr
IV	*1.	Sandra Knapp	4,029	Wisconsin/Laurie Onasch
	*2.	Laurie Gruber	3,929	Wisconsin/Laurie Onasch
	3.	Kate Langthorn	2,855	Hawaii/Rachelle Valdez
	4.	Darrell Dorey	2,815	Maritimes/Debbie Enstedt
	5.	Sarah Dufrechou	2,628	Arkansas/Patti Morgan

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

The Needs-Based Laptop Presentation...



See your SGA for details on how to switch to the Laptop Presentation.

***Effectively communicating our products
has never been so simple!***



■ Perspective



Scott Smith

*Executive Vice President
& Chief Marketing Officer*

The Platinum Rule

Everyone knows the Golden Rule — “Do unto others as you would have them do for you.” At the Executive Council Meeting, I was talking on the side to Rick Altig, who told me about the Platinum Rule. He said he and his mom, Sharon Altig Smith, who is a lifelong American Incomer in her own right, and Ilija Orlovic were in conversation when they jointly* came up with the Platinum Rule — “Do more for others than you would have them do for you.”

*I say “jointly” but I happen to know Rick’s mom personally and am willing to bet she should get the credit.

Can you believe the earth is billions of years old and it took that long to come up with such a profound thought? It almost makes the Golden Rule seem inadequate or self-serving. If applied by all, the Platinum Rule could obviously change the world, but it would first need to be implemented in our own daily acts.

Let’s start with your position as an Agent for American Income Life and National Income Life. Under the Golden Rule, you deliver a first-rate presentation, clearly outlining available coverage to provide for the future security of your customers and their loved ones. Under the Platinum Rule, you would assume their acceptance of the coverage you are offering because you believe so much in both the product you sell and the customer’s need for it. It would be automatic.

As a sales leader in the Company, under the Golden Rule, you are willing to invest time into others providing them with Opportunity Unlimited. Under the Platinum Rule, you make a personal commitment to mentoring others to ensure their success. You make it personal.

As a Public Relations Lead Specialist, you generate leads for the sales force, and you participate in the cause of the working family.

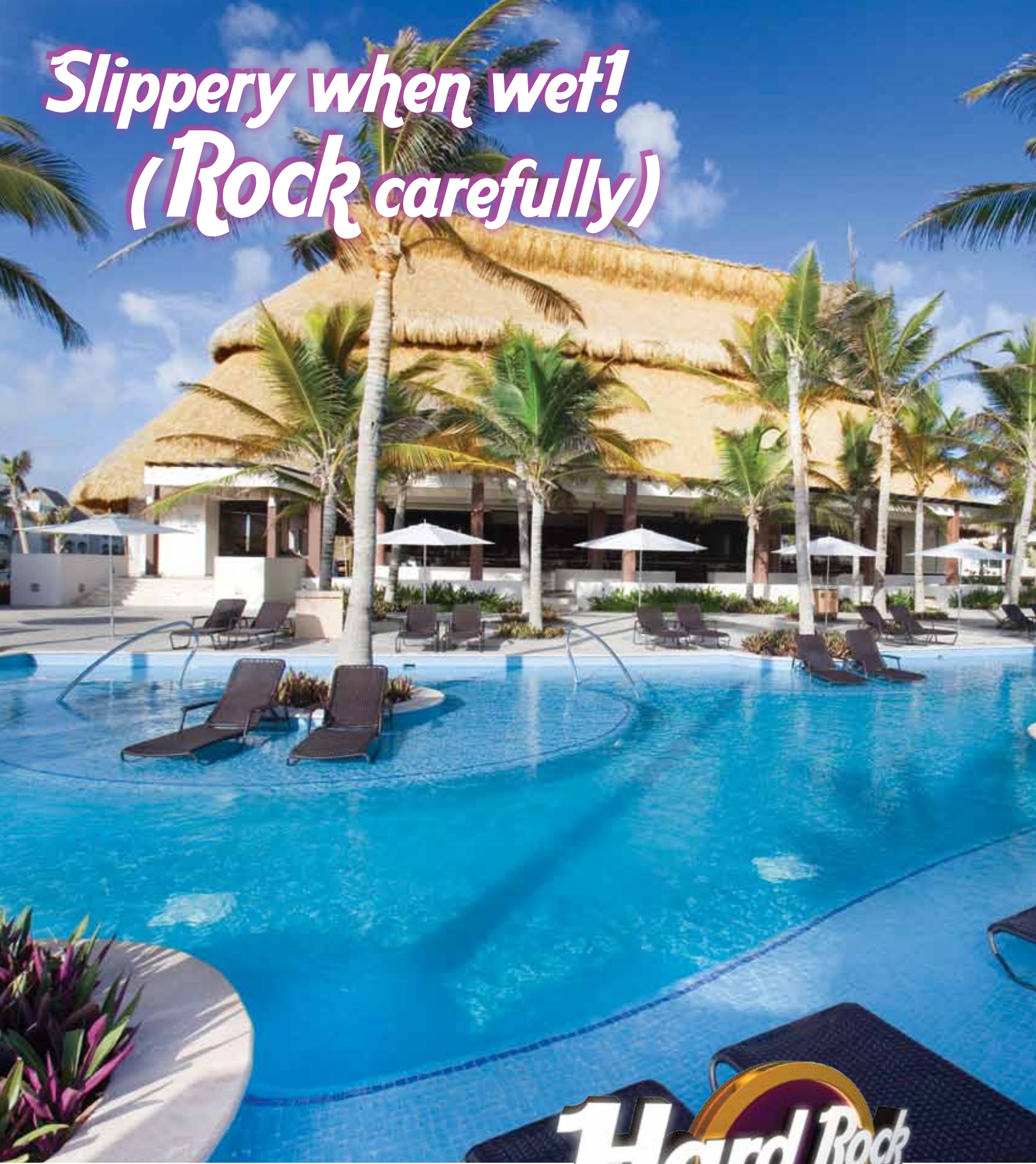
Under the Platinum Rule, you begin everyday knowing that you have the opportunity to make the difference in the individual lives of those you sign through no-cost AD&D insurance, and ultimately their custom benefits package.

If you’re a member of our world-class home office team, well, you already live the Platinum Rule when it comes to servicing our policyholders and prospects. You’re already the best. Now you have a name for your actions: The Platinum Rule.

“Do more for others than you would have them do for you.” How cool is that? It is no longer enough to do what you once would have considered adequate. Now you have the beautiful challenge of going one step further. Imagine the friends you will make along the way. Everyone likes to think they can change the world, but too little focus is placed upon changing oneself. After all, if you change who you are, hasn’t the world changed too?

Rick, Ilija, and Sharon — you have made a difference. Thanks!

Slippery when wet!
(Rock carefully)



Hard Rock
HOTEL & CASINO



2012 Convention

Stay in the Hard Rock Hotel and Casino located in Punta Cana! For complete Convention Qualifications, go to: www.aillife.com/arc/spotlight.aspx

May 22 - 25

Leadership Bonus

Total: \$693,305

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$40,739	Siupeli Tuitupou	\$3,209	Tiffany Rovinski	\$1,502	Zachary Richardson	\$645
Taina Lameko	31,739	Kilisimasi Sega	3,208	Michael Matteo	1,474	Richard Sprigg	632
Justin Adams	20,375	Mark Glazer	3,169	Mark Corkrean	1,467	Mitch Duplantis	620
Stephen Jubrey	17,671	Eric LaBossiere	3,132	Andrew Aaron	1,443	Scini Mafi	605
Serah James	17,376	Marco Aguilar	3,128	Brian Welsh	1,393	Alon Fischer	599
Norman Sellen	16,557	Mapa Vaki	3,124	Tevita Tupouniua	1,353	Ryan O'Malley	596
Simon Rolland	14,901	Michael Williams	3,096	Jarred Sykes	1,350	Barbara Corigliano	589
William Smith	14,589	Christine Moulton	3,061	Denise Kendall	1,349	Donna Tremaine	584
Stephen Hill	14,274	Aaron Parks	2,916	Derek Wiens	1,343	Maureen Brunet-Forchilli	583
Samuel Cohen	13,939	David Iriye	2,896	Asa Davis	1,324	Benjamin Ainscough	580
Matthew Parks	11,697	Kathryn Chaisson	2,854	Charles Mickens	1,303	Bradley Gray	572
Lorenzo Lameko	11,279	Peter Chung	2,670	Aaron Singer	1,290	Moswen Taylor	572
Patrick Bendure	11,080	Jason Adamo	2,598	Sione Kanongataa	1,280	Ala Awad	567
Ernesto Magat	9,697	Andrea Nichols	2,597	Brett Gryska	1,231	Tevita Liutai	567
Matthew Diulus	9,326	Ronald Trombetta	2,580	Travis Picklesimer	1,223	Heather Gillham	564
Javier Sandoval	9,025	Michael Mandella	2,517	Roger Fung	1,216	Matthew Turnquist	564
Levar Morgan	8,924	Kyle Klipp	2,492	Bryon Welch	1,170	Marisa Rodney	561
Daniel Orr	8,911	Joshua Goodman	2,476	Ryan Bisanz	1,115	Natalie Wagner	560
Jason Bratin	8,788	Garret Kun	2,197	William Rappe	1,108	Jeanette Lancaster	554
Michael Romeo	8,686	Ryan Vopat	2,171	Henry Briggs	1,102	Craig Baxter	542
Harmandus Buckle	8,646	Henry Ingraham	2,163	Jeremie Dupuis	1,089	Darren Miller	537
Michael Vasu	8,261	Karen Gagarin	2,086	Afuiva Vaai	1,087	Ronald Starr	527
Darron Hacker	7,623	Natalie Soboleva	2,066	Colleen Devine	1,070	Justin Sally	525
Kraig Jilge	7,287	Evan Wicklund	1,988	Kellen Cuttance	1,040	Anaise Moonia	523
Marisa Willgruber	7,258	Carlo Bonifazi	1,971	Jonathan Rightler	927	Derron Alexander	522
Timothy Matteson	6,816	Mark Gorman	1,920	Nicholas Engrav	904	Matthew Court	522
Byron Paz	6,720	Tim Schroeder	1,911	Scott Davis	903	Vatapuia Vavau	517
Hal Herman	6,588	Jessica Wilbite	1,910	Michael Benney	891	Corey Neff	515
Casey Kunash	6,345	Ofa Tupouniua	1,899	Darrell Jones	865	Jason Lassic	514
Haoyu Xu	5,828	Caleb Douce	1,885	Phillip Jenkins	853	Nicole Johnson	513
Karen McQuoid	5,657	Juan Cardona	1,882	Jovani Chappel	846	Andrew Helgeson	502
Bobby Gujral	5,258	Thomas Vena	1,882	Christopher Hintz	821	Keith Bryan	492
Theresa Setefano	5,110	Ashlynn Orng	1,873	Erik Graham	818	Justin Smith	491
Doreen Ryan-Foti	5,011	Cara DeFiore	1,856	Steven Rotherforth	794	Daniel Bauer	487
Zachary Hart	4,851	Samantha Chui	1,850	Michael Clemente	772	Kiet Truong	470
Richard Correa	4,772	Loretta Ekeroma	1,837	Wes Elder	771	Jonathan Santiago	469
Robert Kanaan	4,671	Kenneth Greer	1,766	Heather Rowell	769	Jason Watson	467
Ronnell Burns	4,639	Troy Plummer	1,727	Patrick Robitaille	750	Randall Cook	467
Dmitriy Kagan	4,444	Alexandra Graham	1,687	Souleymane Bah	747	Elias Hazen	464
James Allen	4,257	Mathew Mealey	1,666	David Wang	731	Michael Collins	460
Sara Welch	4,145	Daniel McQuoid	1,647	Patrick Moran	728	Debra Hunter	458
Yvonne Zarathustra	4,094	Sosefo Petelo	1,637	Ryan Stenglein	726	Greg Stewart	457
Lucky Faaitiiti	3,987	Matthew Ficarra	1,630	Brian Allt	726	Abdilmajid Ibrahim	449
Sione Aholoka	3,937	Barry Dillah	1,626	Mark Danner	724	Kelly Bunyard	445
Luay Ghawi	3,859	John Setu	1,610	Olga Tsymbal	720	Mack Doby	445
Danielle Jankowski	3,730	Jeffory Churchfield	1,573	Richard Lepis	715	Bridgette Scrivani	444
Michael McIntosh	3,729	Kristy Nguyen	1,555	Keni Patterson	699	Kirk Waters	444
Allen Nelson	3,677	Ronald Rennich	1,549	William Parmeter	692	Sally Wilson	442
Maria Greene	3,468	Tracy Haden	1,539	Rita Charles	686	Ashley Jones	434
Jonathan Emura	3,318	Evan Holzhauser	1,528	Michael Phillips	682	Natalie Linker	431
Christopher Jordan	3,269	Phillip Rigoli	1,528	Sale Papu	679	Richard Barbour	428
Ryan Neel	3,231	Steven Cox	1,515	Lesina Ah Sue	670	Dustin Dunlap	426

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
I-Perfection Harris	\$426	Baylee Burrowes	\$353	Andrew Dailey	\$312	Daven Hermosura	\$255
Tiffany Curley	420	Alberto Alcala	352	Solomua Tavoi	311	Neal Gunn	252
Hyungjun Kae	418	Jaqueline Bacalso	350	Filipo Havili	307	Erik Boyd	251
Richard Lyddon	414	Joshua Fiehrer	348	Lodean Glenn	304	Kelly Thrush	247
Michael Laramie	405	Caitlin Gray	344	Breanna Newkirk	301	Dina Cobos	246
John Franklin	401	David Rockway	344	Isaac Soussana	291	Anita Ferris	241
Gregory VanSuch	398	James Keefer	342	Alafou Tupuola	290	Thomas Yarbrough	240
Casey Peavey	395	Lleison Martinez	342	Alejandro Soto	290	Raymond Hatten	238
Dennis Hooper	394	Jami McKenna	337	Amber Heary	286	Audric Madera	235
Joshua Jackson	393	Raymond Risucci	334	Nikki Crosby	284	Raymond Lalonde-Facette	233
Leslie Ellis	380	Clarence Boykins	332	John Stankoski	283	Steve Surace	231
Val Aiono	375	DeMario Cooper	328	George Baumberger	280	Thomas Reagan	227
Amosa Faamanu	375	Michael McGonigle	327	Talanoa Takeifanga	277	Kyle Wrobel	219
Richard Johnson	371	Jessica Santamarina	327	Tapaa Upu	273	Lee Hall	217
Bret Green	370	Matthew MacDonald	323	Darcy Schrieber	268	Nicholas Patterson	211
David Bacon	369	Michael Busher	322	Zbigniew Stankiewicz	267	Timothy Velky	211
Marko Jankovic	363	Cherie Adams	319	Marino Baca	264	Ali Lutfi	209
Bonnie Wiebe	357	Richard Nicholson	319	Alexander Dorey	263	Syed Quadri	208
Christopher Madsen	355	Alan Silverman	317	Andre Bishop	258	Luan Hajnaj	203

Reinstatement Bonus

Total: \$57,289

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$4,596	Lina Namu	\$779	Daniel Potilechio	\$339	Joshua Goodman	\$255
Frank Kolligian	1,658	Atta Saleh	737	Peter Kaplanis	337	Karen Amaglio	255
Lance Martin	1,408	Ronald Friedlander	662	Iveraldo Gutierrez	333	Ruben Soberanes	254
Olga Tsybal	1,225	Patrick Stenglein	658	David Ramirez	325	Robert Chun	247
Bradley Weigand	1,208	John Bulecza	630	Cody Terrell	322	Gregory Johnson	246
James Larkin	1,131	Benton Tong	611	Victor Rodos	318	Gail Arundale	245
Richard Walus	1,100	Mitchell Look	585	Tenna Lewis-Torraca	312	Natalie Soboleva	238
Nicole Johns	1,072	Stephen Archer	584	David Fichter	308	Andres Dolson	237
John Serrano	1,043	Mercedes Ayala	568	Michael Harvey	306	Christian Napiza	237
Ronald Rivera	987	Lily Tchen	557	Neal Mueller	292	Nabil Spahi	232
Steven Lucero	961	Anthony Leggett	525	Nichole Turner	284	Rigoberto Pedroza	231
Scott Patterson	958	David Higa	508	Matthew Davidson	283	John Bacaron	230
Heidy Morataya	944	Kathryn Parker	471	Elijah Padilla	278	Thomas Reagan	229
Nicole Bailey	894	Marium Sherzai	468	Gary Prokop	277	Eric Trautloff	227
Sonia Marin	891	Olaf Johnson	451	James Aalders	274	Susan Bergh	225
Michael Collins	872	Ryan Tucker	443	Roberta Saley	273	Juan J de la Cruz	223
Lawrence Turk	869	Leary Andrews	368	Denice Copp	267	Rajeev Arora	221
Max Quasem	857	Arthur Westergren	365	Fritznel Octave	267	Mark Kukielski	207
Glyn Hurst	855	Elizabeth VanDugteren	359	Jarred Sykes	262		
Lisa Sanders	824	Andrew Roza	355	Russell Trujillo	261		
Karl White	788	Rob Speers	340	Rachael Mears	260		

World's Greatest Bonus

Total: \$1,094,230

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Tone Munro	\$6,136	John Ophals	\$2,197	Amy Shui	\$1,766	Philip Walters	\$1,441
Lily Tchen	4,017	Mark Bleier	2,189	Josephine Brown	1,764	Shirlene Benton	1,435
Omarh Torio	3,640	Ronald Rivera	2,163	Oscar Flores-Najarro	1,740	Sarai Castanon	1,433
Ryan Kendl	3,620	Steve Marker	2,146	Daniel Knabenshue	1,738	Joshua Fosnight	1,431
Gil Legarte	3,619	Mario Andres Chavez	2,136	Daniel Johnson	1,736	Stacie La	1,426
Mark Neilson	3,584	Carl Smith	2,130	Daniel Posner	1,709	Ruth Charlesworth	1,423
Viliamu Pula	3,552	Mark Akler	2,092	Peter Kaplanis	1,708	Earnest Loveless	1,423
Alafou Tupuola	3,328	Aaron Haynes	2,091	Poasi Maafu	1,707	Jason Smith	1,418
Michal Majewski	3,226	Cherri Xie	2,074	Samson Adelufosi	1,699	Ryan O'Malley	1,418
Max Quasem	3,148	Filipo Havili	2,066	Jodi Bohdal	1,691	Robert Wilhelm	1,416
Tevita Tupouniua	3,119	Maria Duarte	2,062	Kristy Nguyen	1,691	Casey Holley	1,410
Joshua Lenix	3,022	Viet Chung	2,056	Andrew Aaron	1,685	Michael Schumacher	1,397
Erez Shabtay	3,006	Odilia Goulart	2,056	Jessica Santamarina	1,683	Matthew Barrion	1,397
Randolph Souliers	2,995	Crystal Reeves	2,042	Beau Springer	1,680	Katie Strong	1,395
Amanda Beyersdorff	2,966	Maria Rocha	2,033	Ryan Kissingling	1,677	Bradley Kampmeier	1,389
Rebecca Najlis	2,951	Bret Green	2,031	Meghal Shah	1,677	Jennifer Wehrle	1,382
Steven Sparkes	2,930	Tiffany Shim	2,011	Hector DeToro	1,646	Graeme Orr	1,381
Roghie Hassan Loo	2,928	Scott Hanna	1,990	Debra Hunter	1,634	David Fung	1,374
Terrence Asuncion	2,923	Brian Welsh	1,973	Victor Vicario	1,616	Tivona Whiting	1,370
Francois Telfort	2,892	Joey Kennedy	1,965	Daxa Patel	1,615	Daniel Armstrong	1,366
Scott Davis	2,843	Ofa Pistor	1,960	Rob Speers	1,615	Brian Kuznesoff	1,362
Evan Wicklund	2,819	Michael Benney	1,959	Matthew Girard	1,607	Farhod Shamsiyev	1,352
Peter Hudousek	2,816	Matt Sklarz	1,956	Jesse Remby	1,601	Brandon Owens	1,349
Roger Weisman	2,766	Lou Utumapu	1,947	William Radcliffe	1,590	Skylar Brown	1,345
Christian Napiza	2,765	Kevin Ishikane	1,947	Luciana Mosca	1,583	Seiloni Filimochala	1,345
Samantha Chui	2,740	Heather Hewitt	1,946	Victor Rodos	1,582	Alex Gonzales	1,342
Kyle Wrobel	2,690	Thomas Tulowiecki	1,938	Marc Salvaggi	1,574	Dominique Bertoncini	1,341
Jovani Chappel	2,688	Kelly Ryan	1,934	Sally Wilson	1,567	Johna Ryan	1,337
Shahnaz Toloui	2,684	Sandra Linse	1,919	Herivelto Pereira	1,567	Joshua Merson	1,336
Denice Copp	2,640	Sofia Villanueva	1,905	Isabel Pereira	1,552	Arash Nazhand	1,333
Katie Massart	2,624	Akbar Hosseini	1,890	Dulce Jimenez	1,551	Devin Dingey	1,332
Kayla Chavez	2,607	Samvel Tigranyan	1,868	Mapa Vaki	1,547	Luan Hajnaj	1,327
Richard Davis	2,570	Andrew Sunkin	1,867	George Pacunayen	1,547	Michael van Delft	1,325
Osaiasi Vaka	2,562	Virginia Fallon	1,845	James Keefer	1,546	Ruth Alefaio	1,312
Matt Flores	2,545	Jessica Green	1,841	Jeremy Engrav	1,542	William Parmeter	1,312
Robert Ulreich	2,536	Ilona Patterson	1,840	Sammar Miqbel	1,541	Joseph Maggio	1,307
Nicholas Walsh	2,524	Ricardo Ferrer	1,834	Mele Tuitupou	1,528	Asenaca Chute	1,306
Eugene Kashkin	2,494	Ali Zaidi	1,834	Rashaan Elam	1,520	Brian Mitchell	1,302
Bruce Tan	2,481	Cathie Hill	1,834	Agatha Safford	1,519	Danielle Cardello	1,297
Cecilia Asopardo	2,475	Brent Penno	1,827	Diana Cavazos	1,499	Dwayne Cameron	1,285
Ivana Ofakineiafu	2,429	Maijargal Sukbaatar	1,819	Kevin Appasamy	1,496	Kevin Haines	1,285
Sebastian Kazek	2,416	Sara Jacobs	1,804	Ed Olfert	1,492	Andrew Hoopey	1,280
Lesina Ah Sue	2,369	Steven Stensrud	1,802	Megan Elliott	1,474	Thomas Bonner	1,278
Jamie Solis	2,299	Aaron Parks	1,802	Nicholas Moore	1,473	Barbara Stillwell	1,276
Elias Hazen	2,274	Ala Awad	1,796	Kevin Holtz	1,470	Maulupe Vakalahi	1,275
Ross Ewen	2,237	Ryan Fickert	1,794	Baylee Burrowes	1,470	Mary Kerehoma	1,271
Dominic Park	2,218	Christine Augustus	1,784	Jorell Washington	1,463	David Guzman	1,268
Richard Luzaich	2,217	Dustin Surace	1,782	Emily Wilson	1,455	James Hendon	1,268
Matthew Conrad	2,209	Kasali Kotun	1,776	Jacob Unger	1,448	Nikki Crosby	1,267
Bridgette Scrivani	2,201	Wendy Ornelas	1,775	Lamine Diakhate	1,445	Carmelo DeCicco	1,264

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Kelly Bunyard	\$1,258	Tupou Tapueluelu	\$1,121	Robert Werth	\$1,029	Jarvis Lawson	\$946
Toni Curlin	1,252	Robert Nolan	1,121	Irene Johnson-Bullock	1,024	Deborah Smith	946
Jacqueline McHugh	1,246	Darcy Schrieber	1,119	Christina Guerrero	1,024	Timothy Cruise	946
Kayla Hawrylenko	1,244	Thomas Reagan	1,117	Kelly Haynes	1,022	Elaine Kulawiak	944
Gregory VanSuch	1,243	Breanna Newkirk	1,113	Charles Belt	1,022	Travis Picklesimer	942
Kelly McDonald	1,242	Brian Sundberg	1,111	Jordan Bane	1,021	LaLitha Janardhanan	939
Robert Drake	1,241	Alexandra Graham	1,107	Cherie Adams	1,021	Jacqueline Reim	937
Joseph Cugliari	1,236	Jason Lassic	1,104	Christopher McFoy	1,019	Curt Snow	935
Richard Carter	1,234	Richard VanderMallie	1,100	Derron Alexander	1,018	Marcus Richardson	935
Joshua Creamer	1,233	Annalynn Macugay	1,099	Ana Cobo	1,017	John Stankoski	934
Casey Sperzel	1,227	Christian Maula	1,097	Wanda Scott-Harris	1,014	Tyler Stewart	934
Niurka de Armas-Duran	1,224	Gregory Hayman	1,095	Lisa Sanders	1,014	Malia Luani	932
Steven Rotherforth	1,223	Lineti Kanongataa	1,094	Jeffery Churchfield	1,011	Benjamin Luca	932
David Higa	1,221	Tanai Nanai	1,094	Melody Harrison	1,009	Angela Donoghue	932
Steven Lucero	1,220	Joshua Jenkins	1,091	Denise Kendall	1,006	Demetrios Tsimis	931
Marion Magat	1,218	Stephanie Novel	1,089	Michael McGinnis	1,005	Alberto Alcalá	930
Minh Phung	1,218	Jay King	1,089	Liliya Hrabar	1,004	John Cochrane	930
David Gombkoto	1,218	Stephanie Kies	1,087	Maria Esposito	1,003	Humberto Quintero	929
Herman Fennell	1,216	Karolina Debek	1,084	Enrico Paredes	1,003	Ieremia Tapumanaia	926
Evelyn Nkwenti	1,216	Kenneth Ludwig	1,084	Mitchell Tempo	1,001	Johnathan Rekieta	926
Atta Saleh	1,211	Dawn Selden	1,084	Andre Hawthorne	1,000	Linda Jackson	925
Amanda Zophin	1,204	Scott Remmey	1,082	Jeremy Brill	999	Kyle Johnson	925
Richard Sprigg	1,202	Ana Havea	1,080	John Keiderling	998	Fololeni Hansen	925
Kelly Thrush	1,198	Rebecca Birdwell	1,080	Mario Chavez Jr	997	Sione Aholoka	924
Lomitusi Patea	1,197	David Garcia	1,078	Lodean Glenn	995	Rovie Vanhtha	924
Erna Gasanin	1,193	Elisha Konieczka	1,076	Borenga Taeka	995	Lila Madrigal	921
Scott Pertus	1,191	Pamela Drury	1,074	Israel Wizenfeld	994	Kathryn Tracy	921
Gabriel Feldmann	1,191	Kanyarat Crosbie	1,072	Monica Murray	990	Donna Tremaine	918
Johanna Bilbes	1,189	Tara Holland	1,072	Jose Carvajal	988	Clayton Herron	917
Zachary Santino	1,186	Derrick Coates	1,070	Alexandro Sforza	987	Robert Spurlock	917
Yadollah Pourjalali	1,184	Keith Litterst	1,069	Sione Lolohea	986	Jodianna Pousini	916
Rocio Price	1,175	Bryant Hendley	1,068	Gordon Mooc	984	Cameron Cimino	913
Brandi Hershey	1,173	Tina Manase	1,066	Donald Wold	982	Peter Cossavella	912
Natalie Soboleva	1,173	Betty Hewlett	1,066	Manuel Chavez	980	Anthony Vuolo	910
Philip Abramovitz	1,171	David Ramirez	1,064	Zbigniew Stankiewicz	977	Anthony Theriault	909
Jason South	1,165	Kirk Waters	1,063	Joseph Babineau	977	Chad Powroznik	909
Scott Patterson	1,164	Corinne Wint	1,062	Angela Waller	976	Konnor Wyly	907
Jun Ma	1,160	Melissa Losk	1,059	Matthew Cosic	975	Talaleilei Tanielu	906
David Solomonov	1,156	Lynn Doolittle	1,059	Jeffrey Dieter	968	Daniel Sweeney	905
Alisha Armand	1,156	Eluerecia Guzman	1,058	Maria Alcon	968	Nicholas Williams	904
Puna Pua	1,153	Aniva Epati	1,057	Vaimili Alefosio	967	Orett Nelson	901
Andrew Dailey	1,143	Bryon Welch	1,057	Brenda Howell	967	Rashon Howard	899
Ian Coates	1,142	Derek Obringer	1,056	Gilbert Padilla	967	Erik Mongno	895
Brandon Overlie	1,140	Vienna Liaina	1,055	Pamela Furuya	966	Eric Peyton	895
Nina Doliman	1,139	Raymon Reynolds	1,051	Justin Toland	964	David Hutchinson	894
Hunter Houvener	1,137	Mitch Duplantis	1,050	Scott Florin	962	Albie Udom	892
Raquel Baldwin	1,136	Andrew Bayang	1,042	Bradley Powell	961	Christopher Kennedy	892
Omar Hashimi	1,136	Lasirena Stanley	1,041	Natalya Rubel	960	Andrea Barenholtz	891
Michael DeLutri	1,132	Carlos Rodriguez	1,040	Jacqueline Kabluyen-Mitchell	956	Bomanshaw Sanjana	891
Harold Cantillo	1,131	William Sparks	1,039	Monte Richardson	956	Michelle Hallett	891
Kevin Galloway	1,130	Daniel Bernard	1,038	Aimee Caudillo	953	Justin Granstaff	889
Rachel Bryson	1,130	Tevita Luani	1,038	Iryna Sushkova	952	Gauula Loto	887
Patricia Weaver	1,126	Joshua Fritz	1,035	Kelly Finnen	951	David Weden	885
Lawrence Hauck	1,124	Brian Morse	1,033	Ilemaile Finau	950	Bradley Ward	882
Robert Grossman	1,123	Corienne Mason	1,030	Robin Rae	949	Brent Arbour	881

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Tiffani Tavormina	\$879	Veisiale Finau	\$787	Carissa Myers	\$712	Peer Shmelzer-Moratin	\$658
Dustin Dunlap	874	Brian Finney	785	Thomas Yarbrough	712	Michael Hobrock	658
Denise Berrios	873	Sione Latuhoi	781	Johanna Handa	712	Norman Lew	655
Nanette Clay	868	James Buller	780	Rajeev Arora	711	Beth Silvers	654
Iupeli Taufilo	866	Dione Simms	777	Chena Blair	710	Toaluaotulafale Pasa	651
Judy Hassan	866	Richard Johnson	775	Frank Kyvernitis	707	Benton Tong	651
Markena Ward	866	David Rockway	775	Brenton Betts	707	Antonio Evans	651
David Livingston	865	Alfred Taren	772	Jordan Freeman	707	Ryan Saridakis	650
Amir Sedaghat	861	Jared Cleckner	772	Jonathan Tomko	706	Sefesi Tupou	649
Clarence Boykins	860	Brian Culp	771	Ricardo Lopez	706	Ted Kolby	648
Chris Lussier	859	Gagandeep Klair	770	Jeff Spanaus	703	Kateen Morris	647
John Kewish	857	Howard Dotson	767	Chen Wang	703	Tyler Green	647
Mele Toutai	856	Carmela Pellen	766	William Caraway	701	George Noujaim	646
Alomkone Soundara	854	Earl Gibson	765	Lafi Papalii	699	Phillip Vea	646
Matthew Hodge	851	Christ Schinabeck	765	Mclinda-Rae Lyse	699	Abigail Lance	645
Marium Sherzai	849	Todd O'Neill	763	Ryan Smith	698	Sadie Hawkins	645
Babatunji Ojo	848	Michael Buzard	763	Mark Gagnier	695	Ramzy Sayyah	645
Chance Clauss	848	Scott Dillingham	759	Phillip Rigoli	694	Salvatore D'Alessandro	644
Craig Baxter	846	Jose Harb	759	Ofaloto Tatofi	694	Michael Clemente	643
Jeff Lamar	843	James May	759	Oliverliski Murphy	691	Benjamin Foti	643
Janice Horslin	842	Roberta Mydonick	758	Quynh Le	690	Cynthia Wilhelmi	642
Michael Powell	841	Jay Minke	758	Lisa Kahan	690	Bijan Ghadiri	642
Gordon Mayfield	840	Lopini Maile	757	Keith Spivey	689	Marko Jankovic	642
Erich Mulzet	839	Brody Baxter	752	Gary McDermitt	688	Michael Dong	642
Patrick O'Brien	839	Olga Tsymlal	749	Brian Barnett	688	John Reed	641
Renaldo Taylor	838	Travis Vandenberghe	749	Benjamin Gelnar	687	Josh Schwab	640
Julie Landry	833	Melissa Sims	749	Gretchen Crady	687	Ane Vea	637
Steven Cox	831	Jong Song	747	Robert Simmen	686	Kalolaine Fameitau	636
Andre Bishop	828	Alison King	746	Avshalom Wolfshout	686	Laaina Havea	636
Leigh Crainshaw	824	Lusi Faaiuso	743	Zachary Richardson	686	Cara Armstrong	635
Georginna Thornhill	823	Malia Nuku	741	Ricardo Quick	686	Joy Horcajo	635
Larry Chick	823	Zachary Hart	735	Fritznel Octave	684	Iveraldo Gutierrez	633
Daniel Potilechio	822	Mikhail Matrakchine	735	Fabiola Quintero	683	Jordan Abernathy	628
Astrid Cartagena	820	Sina Sua	727	Tyler Stansell	681	Theresa Bellajaro	628
Rebecca McCloud	820	Kolotina Lotoaniu	727	Maria Diringier	680	Melissa Schroeder	626
Shane Eaton	817	Benjamin Smith	726	Beth Snow	679	Michael Ooten	623
Al-Karim Walji	817	Barry Tauscher	726	Corey Lavigne	679	Reade Hogan	622
Christopher Weglarz	814	Kamaya Miller	725	Ron Pavon	679	Larry Sale	621
Benjamin Ainscough	813	Blair Anderson	724	Khurram Chohan	677	Jesse Martin	620
Joseph Zernell	809	Salesi Hafoka	723	Ariana Jones	677	Anna-Marie Grimstead	620
Tupou Veikoso	808	Chelsea Scott	723	Rocco Zagari	677	Katelyn Snyder	620
Michael Lindsey	807	Olukushe Mason	722	Troy Tripp	676	Gail Arundale	620
Vakhtang Nazaryan	807	Blake Williams	722	James Raymond	676	Cumhur Gulel	618
Steven Edgell	806	Victoria Leatigagamisi	720	Kenard Pinkston	676	Daniel Bauer	617
Lauren Malott	804	Tavita Tuave	719	Erika Jones	675	Alex Rozotto	615
Amr Shater	804	Hehenga Tupouniua	719	Michael Grollimund	673	Tokilupe Mausia	614
Sosefo Petelo	803	Chad Muhlenkemp	719	Paul Nobbe	672	Justin Dugan	614
Joseph Debella	802	Michael Venere	717	Brett Franklin	671	David Romfoe	613
Richard Dyer	801	Shanda Cline	717	Keith Thomas	671	Edward Atkinson	612
Benjamin Omega	799	George Sparks	716	Allan Munro	670	Deborah Parnell	611
Lynn Parker	796	Adam Azril	715	Nathan Champneys	668	Derek Hale	611
Michael Johansen	794	Robert Cline	715	Alex Schultz	668	Julian Frost	609
Lora Beronja	792	Paul Milheron	714	Alexis Smith-Byron	664	David Farraway	608
Rodney Mori	791	Paul Harmer	714	Joshua Phipps	660	Andrea Mosley	606
Jennifer Maki	787	Sebrana Cohen	713	Pawel Szlembarski	660	Aiman Mousa	606

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jonathan Maust	\$605	Ben Halali	\$562	Liridon Pervizi	\$515	Drew Stimmel	\$459
Greg Schoenbachler	604	Florist Vaki	562	Tevita Liutai	515	Jerald Hattery	458
Jack Anderson	604	Michael Bagueer	562	Sonia Campbell-Howell	514	Lesieli Fungaloka	458
Aghayni Nazarian	602	Anaise Moonia	559	Christopher Williams	513	Doris Aguilar	457
Craig Steeves	601	James Jeffery	558	Henry Ingraham	512	Katie Shugert	457
Valerie Cormier	600	Matthew Cartwright	557	Lopiani Papau	508	Michael Griffiths	456
Tiffany Rovinski	599	Jorge Guerra	556	Catlin Morin	507	Vosailangi Sikalu	455
Christopher Tise	598	Steven Long	556	Andrew Bishop	505	Carol Ornellas	454
Vanessa Rosario	596	Calvanetta Franklin	556	Walter Powell	503	Ransy Vazquez	453
Thomas McElwee	593	Britanni Heuttner	552	Frieda Jenkins	503	Dale Meyer	452
Chen Mordechai	593	Tia McCutcheon	550	Daniel Jones	502	Teo Underhill	452
James Smolen	593	Arlene Grosso	549	Beth Wiese	501	Traci Rypkema	452
Iasinita Saulala	592	Heilala Mafi	549	William Bair	500	Henry Briggs	450
Thomas Craig	591	Feleti Lavulavu	549	Corwyn Boykins	499	Jared Rivera	450
Matthew Hubbard	591	Lotomau Fale	548	Heather Christensen	498	Flowers Moon	449
Nic Iagulli	590	Michael J Brown	547	Kimberly Hayes	497	Adam Huck	448
Pamela Bromley	589	Sandra Abel	545	Robert Grills	496	Juan Morales	447
Heidi Regel	589	Shane Vercher	545	Jeffrey Shute	493	Brendan Croft	445
Bryan Czajkowski	589	A Trice Berkley	544	Helen Taylor	492	Alpha Robinson	444
Samantha Romano	588	Gary Calley	544	Cheryl Oliver	491	Christopher Barlow	442
Deonna Fields	588	Robert Biser	543	David Saez	491	Michelle Mundle	442
Kalisi Buliciri	587	Michael Sanders	542	Katherine Georgiou	489	James Tallon	442
Joaquin Santos	586	Enisila Lotaki	542	Robert Black	489	Kirk Kennedy	442
Senelinah Talamaiavao	584	Cade Carter	542	Souleymane Bah	487	Elisapeta Moala	441
Christopher Keller	584	Brian Dobbs	542	Philip Gniazdoski	486	Melanie O'Neill	441
Olimiva Vunituraga	584	Brian Blair	539	Christopher Newman	486	Ruben Soberanes	440
Glenn Mitchell	583	Georgina Joseph	539	Margaret Silva	483	Andrew Helgeson	440
Garik Petrosyan	583	Damon Pettigrew	533	William Pajak	482	Kiria Ridgeland	440
Derek Nagy	583	Pelagio Silva	532	Jeremiah Johnson	482	Eugene Puchi	438
Jennifer Groulx	581	David Cowan	532	Luis Alvarez	482	Raymond Hatten	437
Thomas Soloweyko	580	Donna Adams	532	Jessica Curtin	481	David Garbarskiy	434
Ryan Marshall	580	Duane Robertson	532	David Long	478	Mosese Katoa	433
Candy Neuman	579	Gabriel Langboun	532	Karen Sessing	478	Erik Morgan	433
Nasr Quadri	579	Jenny McCauley	531	Michael Logue	476	Bernard Oliphant	433
Kalle Convery	577	Janine Rubinoff	530	Dace Heislere	475	Barbara Geier	432
Mark Danner	576	Sonya Williams	528	Mike Hudnall	474	Tracy LePore	432
Jaqueline Bacalo	575	David Fichter	528	Kenneth Schram	473	Pamela Altman	431
Gail Curran	574	Sergio Colichieski	527	Albert Lau	472	Dustin Knowles	431
Ha Nguyen	573	Erin Stiles	527	Sean Kiersztyn	472	William Thompson	430
Christopher Vanderveld	573	Thomas Watkins	526	Bervina Lane	471	Dustin Kiss	428
Oleg Stepanov	573	Scott Banfield	526	Alanna Swenson	469	Samy Jacques	428
Larry Riggs	573	Anthony Ogletree	525	Amarildo Hajro	469	Dustin Edgell	428
Akenese Ati	573	Brent Wilhelmi	525	Michelle Espinal	468	Rita Charles	427
Diane Crawford	572	Seande Vinson	524	Sheryce Sheppard-Harper	468	Christopher Dehart	426
Gregory Henderson	572	Barbara Corigliano	524	Abdilmajid Ibrahim	465	Jennifer Escobedo	425
Benjamin Kingsbury	570	Patricia Pousini	524	James Leretsis	465	Laurence Louie	424
Nacanieli Vunituraga	565	William Satiu	523	Thomas Harris	464	Johnathan McDaniel	424
Brandon Summerton	565	Jeffery Kitsis	523	Rolando Garcia	464	Kyle Marshall	424
Janice Dixon	565	Harry Kochi	522	Beverly Smith	462	Jessica Jaeger	424
Anthony Balloutine	565	Svetlana Belkina	520	Jews Keene	461	Timothy Velky	423
Richard Stevens	564	Johnathan O'Grady	519	Falesu Ieremia	461	Shannon Veile	422
Jason Adamo	563	Scott Kosovan	518	Deborah Garrett	460	Ainsley Maragh	421
Monte Henson	563	Lisa Thaves	518	Kristi Jones	460	Jordan Steinberg	418
George Terry	562	Sally Saeni	518	Alexander Daskalakis	460	Gary Prokop	418
Sharille Buoy	562	Kenneth Hudgins	516	Stanley Smith	459	Shahab Mahdavinnejad	417

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Latu Taufui	\$417	Jack Wang	\$385	Jesse Atatai	\$353	Roy Fiorello	\$317
Lori Dacyk	416	Benjamin Moss	384	Christopher Dadson	351	Keith Jackson	317
Brian Schreiter	415	Christian Fahey	384	James Gooch	349	Raymond Mitchell	316
Candace Wilson	415	Brian Hodgins	383	Jennifer Mitchell	348	Jennifer Sassenus	315
Marvin Hester	413	Meakie Grice	383	George Bartlett	348	Brooke Whitesell	314
Moses Kalekale	413	Jacklyn Tweeten	383	Cameron Severns	346	Tom Morrell	312
Rika Ikeda	413	Karen Barbour	383	Conrad Randolph	345	Staci Meckler	310
Michael Goldston	412	Justin Dunn	383	Chantel Quinn	345	Nathan Taylor	310
Anna Senra	412	Eddie Arredondo	382	Daniel Smith	345	Cristina Valdes	309
Mark Hackworth	412	Luis Bagundo	382	James Shepard	344	Lee Brown	309
Jose Rubio	411	Charles Kincaid	382	Qiong Liang	344	Jerrod Milne	309
Marvin Weatherall	410	Troy Plummer	382	Andrew Schmitt	343	Marcus Maddox	309
Juan Cardona	409	Matthew Anderson	381	Raul Coltters	343	Sally Buchheimer	308
Gustavo Ravelo	409	Iosepo Davobalavu	381	Reuben Sanchez	343	Leslie Ellis	307
Trauja Purifoy	409	Matthew Utterback	380	Keith Blackston	342	Larielle Major	307
Paavo Cymanow	409	Nicholas Ohlroggen	378	Thomas Hickman	342	Amandeep Gill	306
Ryan Leong	408	Keith VanErmen	378	Joey Sales	341	Jesse Wise	305
Bryan Peters	406	Brandon Cooley	378	Rosendo Stoiloff-Alvarez	340	Monica Beard-Jubert	305
Carleus Johnson	406	Tibor Simon	377	Jennifer Gray	340	Miranda Mortensen	305
Alexander Seropian	405	Ofa Latu	377	Lucy Blaiotta	339	Jay Newsome	303
Henry Gnov	405	David Jackson	377	Richard Creamer	339	Kehaunani Aviles	302
Marie Karaky	405	Andriy Lizoqubenko	376	Joseph Lasalle	339	Sean Woods	301
Nicolas Ullmann	402	Alexander Dorey	376	Peter H Taylor	337	Peter Kwiatkowski	300
Rena Aubie	401	Marcus Howard	375	Christina Black	336	Thomas Jones	300
Joseph Geer	400	Courtney Self	374	Sanjiv Shah	335	Lily Richardson	298
Christopher Testa	399	Andrew Coleman	374	Richard Wooley	334	Andrew Jaycox	298
Isoa Fakatava	399	Scott Smith	374	Antonio Monica	332	Sean Shinedling	296
Ceasalina Kiria	399	Sterling Brown	373	Antonio Bond	331	Michael Boylan	296
Lucan Schmidt	398	Alice Price	371	Pauline Mario	330	Avram Pinto	296
Lydia Lozano	398	Auzita Irani	371	Eric Breitenbach	330	Wendell Zulauf	295
Chinenye Oparah	397	Sione Fifita	371	Diane Carrion	330	Kimberly Riley	294
David Miller	396	George Rosicky	369	Jonathan Torres	329	Michael Hanley	293
Thomas Felicciardi	395	Sonia Marin	369	Jameelah Gaines	328	Felix Domingo	293
Clarence Calder	395	Bobbi Wiatr	368	Mary Ann Gaelic	328	Eduardo Sousa	293
Tautiaga Pio	395	Ashley Wenning	368	Phillip Jenkins	328	Joelann Gilmore	292
Luke Urlacher	395	Dewey Lewis	367	Connie Billingsley	328	Shiwa Hollingsworth	291
Mark Gorman	394	Elizabeth Lo	367	Krista Thieme	327	John Holstein	291
Rosalie Ngatai	394	Iran Zaranda	367	John Farley	327	Ainsworth Ramkhelawan	290
Gabriel Manzo	394	Phillip Kogel	367	Tatiana Valencia	326	Michael Burningham	290
Shelby Johnson	393	Ritia Tokahere	366	Andrell Smith	324	Lynda Williams	289
Christopher Grunditz	392	Natain Stam	365	Kascey Williamson	324	Tefuli Sale	289
Matthew Court	392	Robert Stiles	365	Elyse Koven	323	Levar Ellis	289
Kevin Murray	391	Jason Miller	364	Megan Crowell	323	John Siitonen	288
Tina Phongsavath	389	Andrei Ramaniuk	364	Jinzhou Zhao	323	Christine Mauala	288
Ewa Marinaccio	388	Cecil Johnson	363	Wade Mathern	323	Elwood Clark	288
Joseph Vallone	388	Kristy Brown	363	Cameron MacCall	323	Javier Santana	288
Marlon Southall	387	Cheryl Hardwick	363	Gary Paluzzi	322	Anita Hossele	287
Ryan Stenglein	387	Heather Connolly	362	Michael Phillips	322	Alanna Kidd	286
John C Johnson	387	Stephen Moore	360	Ariel Given	322	Jennifer Leighton	286
Victoria Watkins	387	Tanja Rudnitski	357	Sharif Grays	321	Joseph Urbanowicz	285
Emil Mohareb	387	Richard Nypower	357	Tina Charest	319	Kristopher Demers	285
Charles Perkins	387	Jessie Marshall	356	Amanda MacDonald	319	Tyler Zemenchik	284
Jeannine Betts	386	Aaron Booth	356	Francisco Zarathustra	318	Deanna Hernandez	284
Wayne Ranalli	386	Violetta Goldman	355	Chad Panzer	318	Brandon Braun	283
Chin Long	385	Brenden Chun	355	Amber LeMasters	317	Andrew Metzger	283

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Magdalene Franklin-Holmon	\$282	Nelson Aguillon	\$257	Doris Garrett	\$236	Timothy McGuire	\$217
Leonard Muhammad	281	Gary Bell	256	Daniel Toshner	236	Kimberly Mussich	217
Raymond Angeles	281	Kelvin Ashmead	256	Erik Bonds	235	Bobby Gujral	216
Ross Kennedy	281	Steven Servis	256	Jennifer Jacobs	235	Leonid Shnayder	216
Benjamin Gowler	281	Jennifer Mansfield	256	Jesus Torrez	235	Dorian Brown	215
Marcos Stroud	280	Monique Cloutier	255	Ena Motuliki	234	Kristan McConnell	215
Michael C Brown	280	James Senior	255	Benjamin Eggen	234	Trisha Dinson	215
Anthony Cruz	280	Wang Huang	255	Talanoa Takeifanga	234	Logan Miller	215
Carly Ferraro	280	Edward Mosher	255	Gwendolyn Fairley-Smith	234	Michelle Rebernik	214
Nadezhda Vitchev	279	Joseph McCracken	254	Arnold Iacoviello	234	Jose Barban	214
Rupinder Toor	279	Nadine McSorley	254	Nathaniel Faber	233	Paul Snyder	214
Sale Papu	278	Jennifer Holliday	254	Julie Aprahamian	232	Steven Haberman	214
Paramjit Sangha	278	George Lahamedjian	253	Nellie Blatchford	232	Rachel Lanham	213
Caitlin Shrift	278	Jamie Guzzo	252	Shawn Wood	232	Scott Davison	212
Randy Bastien	277	James Schneider	252	Tumema Tupou	232	Dennis Conwell	211
James Cliff	277	Diedre Sandbrook	252	Larry Finch	232	John Sparby	210
Carmen Kowerchuk	277	Zachary Ledyard	252	Qing Yuan	231	Michael Jones	210
Timothy Clark	277	Chad Hatfield	252	David Brown	231	Imeleta Palmer	210
Jim Berry	276	I-Perfection Harris	252	Toakase Paongo	231	Shelly Bennett	209
Charles Lantz	276	Jennifer Zeak	250	Joseph Massey	231	Susana Latu	209
Robert Sullivan	275	Doneel Maran	250	Steven Ross	230	Melissa Zizumbo	209
Emily Youngpeter	275	Brittancy Caldwell	250	Rayleen Hill	230	Maurice Baritz	208
Angeles Ordas	274	Sean McArdle	249	Arnold Freedman	230	Lissania Nibotgil	208
David Dorato	274	Kouassi Appiah	249	Trudy Sakaguchi	230	Angelika Vassilieva	208
Sarai Iosefa	273	Tyler Murray	248	Michael Hochgreve	229	Jorge Zepeda	208
Peter Perry	273	Juanita Bell	248	Kelly Jobst	228	Alec Villeneuve	208
Ardalan Pourvali	273	Michael Perkins	248	Heather Beals	227	Jeremiah Arellano	208
Murphy Bergeron	272	David Allen	248	Joshua Goldstein	227	Jeremy Broumpton	207
Tutaevea Kiria	271	Sara Gilley	247	Chad Potts	227	Timothy Watson	207
Jason Duty	271	Corey Bryant	247	Philip Currie	227	Gregory Gagne	205
Peter Burdisso	271	Brittany Jakobson	247	Victor McCullough	227	Jeffrey Lake	205
Tatjana Tikhonov	270	Tina Hall	247	Joseph Cornaggia	226	Toby Price	205
Lepesi Faletutulu	270	Amelia Kaufusi	247	Brian Jerome	226	Tammera Simcona	205
Nathan Jamoulis	270	Crystal Bhola	247	Cody Felder	225	Naomi Kaleta	204
Terry Cox	269	Sione Ika	246	Dick Nakatani	224	Stephon Harris	204
Lasalosi Vea	268	Roland Vegiard	246	Sarah Kapusta	224	Anita Ferris	203
Jon Pompey	268	Iva Mariner	245	Floyd Ewing	224	Yvette Nunez	203
Monica Kayano	266	Paul Samra	245	Ronald Rennich	223	Steven Gladin	202
Michael Busber	266	Douglas Zigby	244	Daniel Walton	223	Okima Bryant	202
Fineaso Mapusua	266	Bryce Pollock	244	Ronald Friedlander	222	Rebekah McCullough	201
Matthew Lukesh	266	Darren Cundiff	244	James Berrocal	222	Moli Taufouu	201
Samuel Parent	265	Joshua McCloskey	243	Justin Germany	222	Paul Eaton	201
Ted Bonebrake	265	Jeanine Duson	243	Catherine Minor	222	Manuel Wiley	201
Joseph Coley	265	Kevin Rendon	243	Leslie Volpe	222	Kristen Duncan	200
Mateialona Fosita	265	Matthew Wilford	243	Annette Thomas	221		
Ronnell Burns	264	Antonina Carter	242	Adam Bruno	220		
Julie Wells	264	AshLynn Orng	242	Amy Buskas	219		
Tyler McBride	263	Ryan Kiley	241	Debbie Koehler	219		
Nicholas Frankovich	263	Theresa McCollum	240	John Setu	219		
Felicia Price	262	Candice Carstarphen	240	Peng Zhou	218		
Val Aiono	261	Mickenzie Linse	240	Eric Boss	218		
Michael Davis	260	Penny Reineck	239	David Tubbin	218		
Patrick Lesa	258	Marini Seiuli	239	Nathaniel Tardif	217		
Vatapuia Vavau	257	Maria D Ramirez	238	Mercedes Ayala	217		
Robert Windhausen	257	Jessica Lewis	237	Randall Cook	217		